

TECHNOLOGY DEPT.

LEATHER *and* SHOES

The International Shoe and Leather Weekly

NOVEMBER 4, 1950

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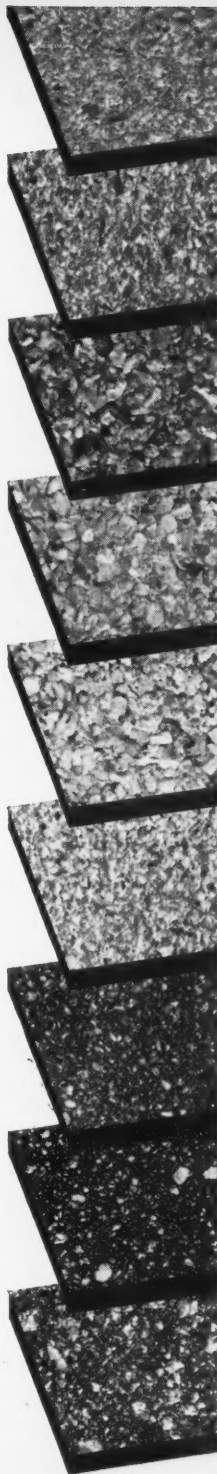
No. 1114C—
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LEATHER and SHOES

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IN THIS ISSUE

FEATURES

TANNERS FOCUS ON MILITARY PROGRAM	11
TANNING IN A MILITARY ECONOMY, By Clayton F. Van Pelt	16
ARMY LEATHER AND FOOTWEAR BUYING, By Brig. Gen. Howard L. Peckham	18
A SHOE RETAILER LOOKS AT LEATHER, By Albert Wachenheim, Jr.	19
IF WAR COMES AGAIN, By Frank H. Miller	22
HOW WORLD WAR II CONTROLS WORKED, By Harold Connett	23
WARTIME CONTROLS EXPERIENCES, By Lewis B. Jackson	72
INDUSTRY CONTROLS, By Sherwood B. Gay	74
MERCHANDISING STRESSED TO HIDE MEN	86
LIST OF REGISTRANTS	89

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LETTERS TO

L&S

This column invites the opinions of all L&S readers.

Needs Amplification

... I am writing you for clarification of your headline on page 32 of the Oct. 14th issue ... as hide buyer for Eagle-Ottawa Leather Co., I am unable to reconcile your "easier tone in restricted trading" to the fact that during the week ended Oct. 14, the Big Packers sold 125,000 hides, the large independent packers sold another 17,000 and 20,000 Pacific Coast hides moved.

The volume of sales plus Big Packer bookings to subsidiaries can hardly be headlined as "restricted trading" without amplification.

J. SILVER

Hide Department
Eagle-Ottawa Leather Co.
Grand Haven, Mich.

(Ed. Note: You are perfectly justified in questioning our hide market headline for the week ended Oct. 14. Unfortunately for our headline, the market changed considerably after we went to press.)

Gerry Nu-Foam Doodlers

We are interested in learning the address of the manufacturers of "Gerry Nu-Foam Doodler Shoes."

I. SHINER

Fur-Leather-Novelties Co.
Toronto, Canada

(Ed. Note: Not listed in trade or brand name directories as yet. Gerry Nu-Foam Products Corp. is now located at 1407 Broadway, New York 18, N. Y.)

To Merger . . . Or Not

Your point about a merger between the CIO and AFL shoe unions is well taken. It might well pave the way toward a closer relationship between management and labor in the industry. Also, it would certainly put a halt to the constant jockeying by each union to outdo the other, put more emphasis upon "wholesome human relations." The question of Communism within one union (whether justified or not) is not the real issue . . .

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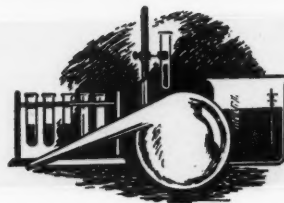
To the eye of 1900, the tanning arts at this mid-century point probably have advanced far beyond the early tanners' dream. Yet, to the eye of 2,000 A. D., looking back, it's but a step on the way, perhaps not even a milestone. Today's tanners can gain satisfaction in knowing that they are producing more and better leather for more people than ever before.



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WE SHOULDN'T TAX SUCCESS

The excess profits tax sees the incubator but not the egg

AN excess profits tax is certain to come very soon. Just recently the House voted overwhelmingly (331 to 2) to introduce such a tax in the next session of Congress. President Truman has announced intentions to recall Congress immediately after elections to vote upon an excess profits tax. That we'll get this tax is positive. That it will serve any constructive purpose is just as positive—but positively no. Those businessmen and politicians who call the excess profits tax a "necessary evil" are succumbing to a myth. Presumably there is "popular appeal" to such a tax because it's apparently a soak-the-rich tax. But it turns out to be a soak-everybody tax, including the poor.

In the 1941-45 excess profits tax period, these taxes were paid by only 54,525 corporations on an annual average, out of a total of 433,000 active corporations, or one out of eight. If we include all active business enterprises (3,206,000), the tax was paid by only one out of 60.

Politicos Like It

From the politician's viewpoint, it's a fine tax because it apparently affects only a few. But during the five-year war period the excess profits tax earned only \$15 billions for the government, or \$3 billions a year. However, the government is still involved with hundreds of claims for refunds or special exemptions totaling \$7 billions. If these claims are allowed, the government's wartime take from the tax would be only \$8 billions, or about \$1.5 billions a year. Consider the heavy costs it has imposed on the government to handle these taxes, then and yet, and the real take by the government is still further reduced.

Revival of the tax is proposed for two reasons: (1) to help pay the heavy costs of the defense program;

L and S Editorial

(2) to prevent inflation. Excess profits can aid in Point 1, of course. But regarding inflation, an excess profits tax defeats its purpose.

For example, the CIO, AFL and other labor groups are strongly in favor of such a tax because it makes for easier wage grants. With wages pushed upward artificially (that is, unearned by proportionate productivity) we have an inflationary force through pressure on prices. Add to this other wasteful expenditures encouraged by such a tax: for example, firms maintaining surplus labor or office forces because the government is actually paying for most of it; or extravagances in a variety of other expenses or costs "because the government is paying for it, anyway." These all encourage inflation. It likewise forces the government to pay more for its own costs—thus reducing the goods it can buy by virtue of the revenue from excess profits.

Another factor: excess profits destroy or reduce incentives for growth. The incentive to invest in new plant or equipment that increases productivity and profits and wages; the incentive to invest or experiment with new products that make jobs, prosperity. Thus it is the ambitious and productive firm that suffers most—in the very firms which have motivated our rising standard of living. The excess profits tax damages initiative, efficiency, growth; it encourages waste and extravagance.

What are "excess profits," anyhow? How can a base or standard be applied on a "fixed" basis to something that is expected to grow? For example, let's assume that the government fixes the 1946-49 period as the

base or standard for "normal" profits, then applies the excess profits tax to earnings over that base. Some companies showed good earnings in that period, but others did not. In 1949, average profits for the tanning industry were only one percent; for the shoe industry around three percent. In other industries there were firms that were investing heavily—*out of their profits*—in new plant or equipment, or in experimenting with new products, or launching new products at high cost and low return. These resulted in low profits during that base period. But these same firms expected a payoff on their investment later. Now this payoff becomes "excess profit" in relation to what is set up as the "normal" earnings period of 1946-49. Thus the tax becomes a destructive force against wholesome industrial development which determines our national prosperity and constant growth.

Being Kiddled

We are being kiddled into the belief that this is actually a "war profits" tax. We are being deceived into believing that this is an anti-inflationary measure. Actually it is pro-inflationary. Though on first glance it is a soak-the-rich and soak-the-few policy, it turns out to be a soak-everybody policy. Perhaps the worst of all results is that it tends to stagnate our economy. When we destroy the initiative and incentive for a man or company to do its job better and gain a better competitive position that results in growth and increased earnings, we destroy the very core of our free enterprise system. At the very time when we need every incentive and urge to produce more and better goods, we are sluggish with a weapon that lessens output. It boils down to a practicing philosophy of socialism.

(Concluded on Page 103)



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TANNERS FOCUS ON MILITARY PROGRAM

Chicago convention centers on national defense economy plans

THE 34th Annual Meeting of the Tanners' Council of America was highlighted by two outstanding features: an extraordinary concentration of discussion on the National Defense Program and its actual and potential effects upon the industry and the economy; and the constantly full attendance at the general sessions where a wide variety of subjects—all emphasizing some specialized aspect of the new economic trend—was delivered. The Meeting, held October 26-27 at the Edgewater Beach Hotel in Chicago, played host to over 500 members of the tanning industry and allied trades, and was considered one of the most successful conventions in the three-decade history of the Council.

President Clayton F. Van Pelt, who was re-elected to serve another term as Council head, opened the Meeting by pointing out some of the problems that have confronted the tanners in the past year, and the further

L and S

Council's New Officers

The officers elected by the Tanners' Council of America for the coming year are:

Clayton F. Van Pelt, President
Irving R. Glass, Executive Vice President
Leif C. Kronen, Secretary
Wm. F. Schumann, Jr., Treasurer

The following six new directors were elected:

Frank H. Miller
E. G. Smith
Stephen Palmer
A. L. Gebhardt
Sherman Howes
Milton Hubschman

L and S

developments that may confront them as the country gears for a military defense economy.

First on the excellent two-day roster of speakers was Albert Wachenheim, Jr., President of the National Shoe Retailers Association. In a carefully prepared analysis he showed the closer-than-realized relation between the leather producer and the shoe retailer. He particularly stressed the need for greater merchandising effort by tanners to help increase the sales movement of footwear.

Dr. H. Bradley, Director of the British Boot, Shoe and Allied Trades Research Association for the past 28 years, described the functions and program of footwear research in England. The organization which Dr. Bradley heads, embraces all segments of the shoe and leather industry. He explained some of the special research projects undertaken by his organization. For example, the rela-

(Continued on Page 26)

TANNING TECHNOLOGISTS AT SPECIAL SESSION



Left to right—Fred O'Flaherty, Irving Glass, S. J. Kennedy, E. R. Theis, Wm. T. Roddy, W. R. Cox, A. W.

Geotz, W. O. Dawson, Robert M. Lollar, Robert B. Hobbs, H. Bradley, Sturgis Stout, Clayton F. Van Pelt.



The Side Leather Group—Jos. C. Kaltenbacher was chairman of the Eastern Division and Erhard Buettner of Western Division.



*Above: The Calf and Kip leather group. Edwin A Gallun presided as chairman.
Below: The Goat and Cabretta leather group. Fred J. Blatz presided as chairman.*



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From the give-and-take of these little conventions have come suggestions that have contributed to some of the world's finest leathers.

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TANNING IN A MILITARY ECONOMY

The industry will be most efficient under a free economy

By Clayton F. Van Pelt, President

Tanners' Council of America

WE MEET not alone as the national association of an industry concerned with technical and economic problems, the welfare of our business or the improvement of relations with suppliers and customers. We also meet as producers of leather, a product which is vested with the national interest, and to all of us the maximum contribution we can make to the welfare of a strong and resolute America is a matter of the greatest concern.

Opposed to Inflation

Recent pros and cons of discussions from Washington on economic controls have stirred memories and misgivings. No industry in this country is more resolutely opposed to inflation than tanning; no industry can suffer more from the consequences of violent raw material price fluctuation. Nevertheless, it is the conviction of tanners with whom I have talked in recent months that until and unless emergency military requirements reach far greater proportions than now planned, this industry can function most efficiently against a background of free markets and enterprise.

In this respect I think we speak the sentiment of U. S. industry as a whole. Let us get on to the job and do it promptly; let American productivity and know-how surmount the obstacles that elsewhere in the world become the cause for endless red tape, inefficiency and economic sluggishness.

I had occasion this year to address



Clayton F. Van Pelt

Government officials on the inequities from which tanners have suffered in foreign trade. Early in 1950 the hope began to arise that perhaps the artificialities of trade would slowly melt under the warm sun of U. S. financial assistance. More recently events and the trend in some foreign countries have been disappointing. I know that I speak for the entire industry when I urge our Government and foreign Governments to seek a lessening of trade restrictions, the end to raw material export embargoes, the short-sighted subsidies and all the other abnormal devices which throttle sound trade.

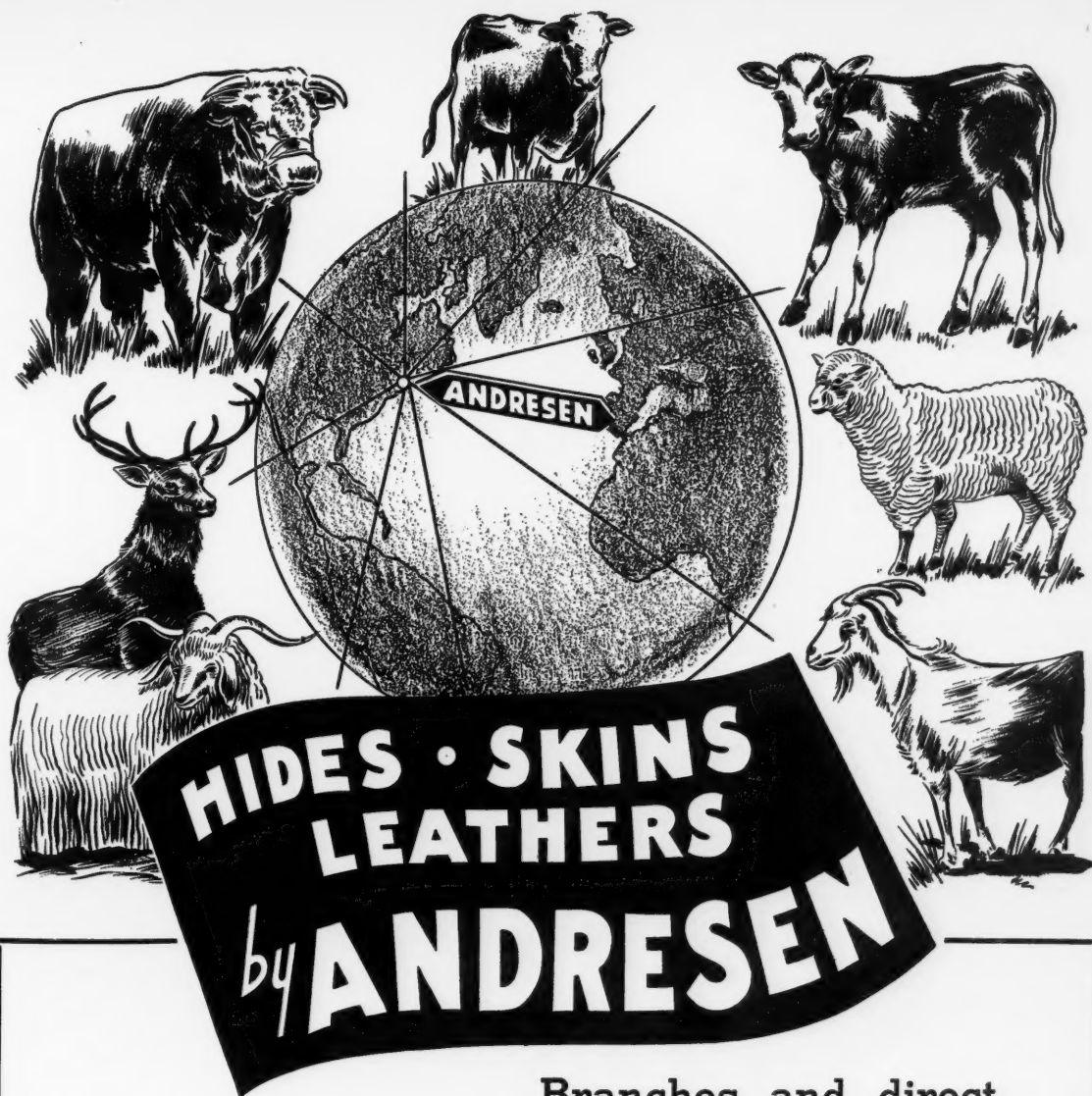
This country is expanding manpower as well as its financial sinews in promoting the democratic ideal. Should we expect anything less than that our friends and allies would grant us free and fair access to raw material markets? We hope that the

favorable signs seen in the first half of 1950 will be again confirmed and that nations who are ranged with us in purpose and ideals will not discriminate against U. S. tanners and the national interests they serve.

Tradition of Cooperation

There are many of you whose knowledge of the leather industry goes back a great number of years. You know that from 1917 on, when the Tanners' Council was first organized as the national association of the tanning industry, it has never stinted in aid or cooperation to the Government. This tradition which began in 1917 was maintained during the past decade in a manner from which we can all take a great deal of pride. This industry has never hesitated to take the initiative, to offer its services to Government whenever the national interest required it. No one can foresee what lies before us in months to come. However, I do know that whatever military needs for leather may develop in the shifting tides of international affairs our industry, as always, will rise to the occasion.

At this meeting we are attempting to depart from the usual and conventional practice of trade gatherings. It is my conviction that the maximum value in a trade convention comes from the direct participation of its members in the proceedings and in the discussion. I hope that the start we make in that direction this year will be continued and amplified.



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ARMY LEATHER AND FOOTWEAR BUYING

Procurement policies are set for preparedness conditions

By Brigadier General Howard L. Peckham

Commanding General, New York Quartermaster Procurement Agency

THE tanning industry and the Quartermaster Corps have always had common interests in connection with the procurement of leather and footwear for the Army and the Air Force. It is the policy of the Quartermaster Corps to work closely with such industry groups. I have followed this policy since I took command of the New York Quartermaster Procurement Agency in April of this year, and I have been particularly interested in the cooperative spirit with which the Tanners' Council of America and the National Shoe Manufacturers Association have worked with this Agency, and with the Quartermaster Association. In our relations with industry, we find it invaluable to have a centralized source of information to supply the Army's need for facts and figures, and to act as a liaison agency be-



Brig. Gen. H. L. Peckham

tween industry and government. For example, the statistical and economic compilations of the Tanners' Council provide us with data which

cannot be obtained from any other source. Moreover, our cordial relationship with the tanning industry is enhanced by the readiness and the promptness which your Association always evinces in securing data for us, or in communicating our requirements to you members as individual producers. This is a relationship which should be fostered in the national interest, for our efficient functioning as well as yours. It is through such organizations that information can be exchanged to insure that military procurement in peace or in war will be as efficient and orderly as possible.

The quantities of leather and footwear items to be purchased by the Quartermaster Corps are determined

(Continued on Page 99)



The Sole and Belting leather group with Nathan P. Dworetzy presiding as chairman.

Continuous

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A SHOE RETAILER LOOKS AT LEATHER

Tanners can do more to help shoe business and themselves

By Albert Wachenheim, Jr., President

National Shoe Retailers Association

THE tanner and the retailer, particularly the rank and file of us, do not come into direct contact very much. We see you at the big leather shows twice a year in New York and also at the color meetings. Our main contacts with you are indirect through the manufacturer, and yours with us, also, through the same source.

I hope that after I state my case, telling you what the retailer would like from the tanner, plus what the retailer is doing to help himself, that you can see your way clear to help improve the situation.

One Common Aim

All three segments of the industry have one aim in common—tanner, manufacturer and retailer—to get more shoes; for you, of course, all leather shoes sold more profitably to the consumer. It does no one ultimately any good if you tan the leather, the manufacturer makes the shoes, the retailer stocks them, if the consumer does not buy them and wear them with pride and satisfaction. If this chain does not function properly, there is stagnation and a general fouling up and everyone along the line suffers.

I have not always been in the shoe business, though eighteen years is a long time. Believe it or not I am a graduate civil engineer. The only thing left of my engineering education is the use of my slide rule, which I use to figure a mark-up. I spent the first six years of my business career



Albert Wachenheim, Jr.

in a cotton mill, where we started with raw cotton and turned out finished cloth. Our main product was blue denims for use in work clothing. This sort of business is a type similar to tanning in that the raw product is made into a finished product, that is then fabricated into an item of apparel for resale. Incidentally I have visited a tannery from top to bottom and had the opportunity of seeing how it is all done. Not that I know too much about it, but at least I am not totally in the dark.

My next business experience was in the manufacture of tents, tarpaulins and other cotton good products. Here I got the slant of the manufacturer, so I know from experience some of these problems. There I remained for three and a half years until I joined my father's retail shoe business in December, 1932, when

things were at the very bottom. I did not start at the fitting stool, but on the other side, with more objective thinking.

I realize very fully that my type of shoe operation was at a pretty depressed and low level when I went in. We slowly improved to a plateau where we remained until World War II when price fixing and rationing gave us a push and brought thousands of customers through our doors, that an orderly process would have taken many, many years to do.

Shot in Arm

The independent retailer got a shot in the arm during the war years. He made far greater strides than the chain or department store operator. People were made shoe-conscious during those days. After rationing came off, the closets were pretty empty, though no one went barefooted in the war era, either by the longer use of the shoes that they owned or through the use of substitutes for leather—something you do not like to talk about.

The year 1946 was from a production standpoint the greatest in the history of the shoe business. I believe some 535 million pairs were made. Retail shoe business from a unit basis was at an all-time high. Retailers' shelves slowly became stocked and consumers' closets were replenished, and the returning vet-

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eran was shod. About November 1, 1946, O.P.A. went out of existence.

Let us examine the price structure at that time. Average shoe prices were \$3.20 a pair. Chicago packer hides, light native cows were 15.5c per pound and New York calfskins 5-7 pounds were \$1.73 per skin.

Now let us go one year later, November 1947. Shoe prices stood at an average of \$3.64, an increase of 13.7%. Hides reached 37.3c, an increase of 142%, while calfskins went all the way to \$8.53. This was the greatest increase of all—392%.

While the average price of shoes does not show the true picture because more lower grade shoes were being produced, and particularly more substitutes for leather were employed to keep the prices down, popular priced lines which during rationing retailed for \$6.95 and \$7.95, and which had progressed in price to \$8.95 and \$9.95 suddenly found themselves at \$10.95 and \$11.95 and \$12.95.

With this change in so short a time the retailer found himself with a high-priced inventory of which Uncle Sam took a pretty good slice if he was on the retail system. Mr. and Mrs. Consumer then called a halt to retail purchasing, plus an early Easter in 1948, and so the retailer had to curtail his purchases from the manufacturer, who in turn cut down on his orders from the tanner.

What Was Result?

Now let us see what happened in the price structure.

By January, 1948, the retail average had reached the postwar peak of \$3.91 a pair, an increase from October 1946 of 71c a pair or about 22½%. Retail prices of shoes were then feeling the increased costs.

Hides then dived to 25.7c, which was still an increase from the O.P.A. days of 64.7%, but about half the 142% of November.

Calfskins also reacted from the high of \$8.53 to \$3.68 in March, 1948, which was about 112% over the O.P.A. figures as compared to the high of 392%.

It is probably true that hides and skins, due to O.P.A., were below world prices because of an International Leather Pool. Still, the run-up in prices from the low was far greater than anything should have been in 1947.

Now let us turn to the present situation. In May, 1950, prior to Korea, cattle prices stood at 22.5c.

(Continued on Page 78)



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IF WAR COMES AGAIN

Government agencies could do a better job on specifications

By Frank H. Miller

MY connection with the war-controlled leather economy of the United States came later in the war years and was through the War Production Board, in the so-called Office of Civilian Requirements. My job there was to try to determine the minimum essential needs—as opposed to wants—of our civilian population for leather end products and then try to get the goods.

For the greater part of my stay, however, and until well toward the end, the actual job was serving as a running interference for maximum military requirements. Toward the end, OCR had to sound the gospel that the men and women working and fighting behind the lines did have certain basic needs which must also be supplied if they were to function adequately and that even some basic wants *had* to be satisfied to keep them vigorously on the jobs. A case in point as to needs is safety work shoes. A case of wants, infants' white leather footwear.

Civilians Limited

At the outset and for the major part of my term in Washington—I arrived about halfway down the runway—our civilian population was in the position of a residual legatee; they were to get what was left over. Leather shoes, for instance, started off through rationing with the first two ration tickets $4\frac{1}{2}$ months apart, the second two 6 months apart, with the last one 9 months away from the previous one. Civilians were fast getting down—and I think they would have landed there had the war



Frank H. Miller

lasted even a few months longer—to less than one pair of leather shoes per annum per capita. When things got in that shape, leather-wise, the principle of residual legatee for civilians went out the window and quite acute and awkward decisions had to be made, with emphasis on leather for children's shoes, men's work shoes and bottom stock for the shoe repair trade. At the end, too, it was said that we had reached the place where limitations on military inventories were also accepted, but I never did quite see that proved.

When I got to where I was sufficiently oriented to do any real thinking about the myriad of orders, restrictions and directives that circumstances forced out of the War Production Board, I was pleasantly amazed at the very high degree of compliance throughout the country. If I had to set a figure I should

say compliance—when compliance was *most* needed—flirted with 98%. In any event, only a very small number cheated but I am convinced that if things had gone along, these few rotten apples would have at least tarnished some sound apples adjacent to the smelly ones in the barrel. If I were to look ahead for the future one of the things I would like to see is a working compliance division that could and *would* give action, when needed, with plenty of teeth. If I needed no other experience, the disintegration and the plain thievery that went on by the shippers of goatskins (outside of WPB influence)—especially from India—which were bought by our government for the trade, that alone emphasized to me the principle that one rotten apple can spoil the entire barrel. It did.

Uniform Specifications

Because military requirements are so important and because in the pinches they *can* impinge so severely upon civilian needs, on any future occasion, viewed from the angle of an Officer of Civilian Supplies—I should like to see all military requirements made as uniform as possible as to specifications for *all* services, based upon ample service needs and not merely service wants. To that end I should like to see one military head of all leather military end-product requirements (including PX stores) joined to one civilian head with equal authority for allocation, production

(Continued on Page 41)

HOW WORLD WAR II CONTROLS WORKED

The industry should find the experience highly profitable

By Harold Connett

I SHALL review as briefly as possible the major problems with which we were faced in the last war and how we attempted to handle them.

The primary purpose of the Leather and Shoe Division of the War Production Board was to provide as adequate supplies as possible of leather, shoes and leather products to the Military and to civilians under existing raw material conditions. Secondly, to allocate these supplies among the various claimant agencies so as to fill military requirements to the fullest extent possible, and to channel the remainder to essential civilian needs.

Protected Industry

We tried also to preserve the operation of all concerns in the leather and allied industries. This was necessary not only to assure the existing capacities for a long drawn-out war but also to insure that the concerns could remain in business for the postwar period. To this extent I think we were successful and I do not honestly believe that any company was put out of business or seriously injured as a result of War Production Board restrictions.

At one time or another during the progress of the war the following procedures were adopted by the Leather and Shoe Division to meet the problems:

- (1) Allocations of domestic and foreign raw stock.



Harold Connett

- (2) Limitations on soak, to conserve raw material and provide for orderly production.
- (3) Issuance of orders or directives under an order to meet military and civilian programs.
- (4) Conservation by encouraging substitutes where possible and by limiting styles and colors in civilian footwear. Incidentally, while I did not share their optimism some had hoped that the shoe conservation order could indefinitely postpone rationing.
- (5) Rationing of shoes, which in turn necessitated the issuance of a production order basing limitations on civilian shoe production by price lines in order to assure adequate supplies of low and medium priced footwear.

This is a very brief and sketchy outline of the domestic problems with which we were confronted. However, there were international controls to consider: the principal one being division of hides and skins with the United Kingdom and to a lesser degree with Canada. At the outset these problems were met from day to day within the War Production Board but later the question was dumped by the British in the lap of the Combined Raw Materials Board. Up to this point we had been able to settle on a somewhat arbitrary basis the percentage division of the wet and dry hides but from the moment the Combined Raw Materials Board took over, it became a "battle of requirements" and it was very apparent to me and to my colleagues that some other basis of division would have to be used.

Common Pool

In spite of the fact that the British always seemed to win the "battle of requirements" they agreed that the situation was not satisfactory and after a mission had been sent abroad, it was decided to throw all the world's hides, including those of the United States, into the pot and divide them on the basis of $3\frac{1}{2}$ to the United States and one to the United Kingdom. Calf and kip were allocated on another ratio and goat and kid on still another. There were plenty of

(Continued on Page 35)

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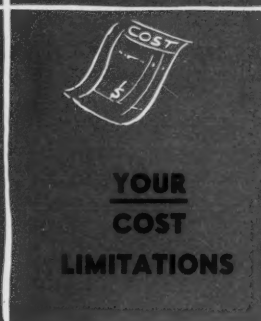
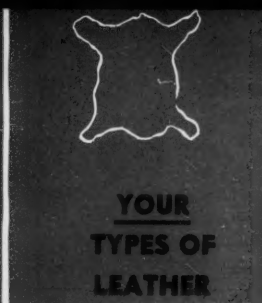
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TANNERS FOCUS ON MILITARY PROGRAM

(Continued from Page 11)

tion of shoes to foot health, gait and posture—thus impressing the public with the fact that footwear is more than an article of clothing, and hence creating a new "value" to shoes.

He also described the recent national foot-measurement survey which was sponsored by his research group, with the aim of establishing new basic lasts with more scientific relationship to foot shapes.

Shoe materials were also discussed by Dr. Bradley, with especial rela-

tion to foot health, comfort, fatigue and wear. He showed that footwear—and hence the materials used in them—must meet a great variety of conditions such as wear, temperature, mechanical stresses, etc. Leather, he asserted, was by far the most versatile material to comply with all these conditions to date. However, he stated that substitute materials, both for soling and uppers, were making appreciable headway in England, and that more and more attention is being

given to their development. He criticized those leather producers who, because of prices, tended to cheapen their product to reach the "mass market"—thus creating a product that resembled synthetics instead of retaining the rich characteristics and distinctiveness of leather. Moreover, he said, it was the duty of tanners and hide men to hold rawstock prices down so as to minimize the opportunities of synthetics to drive a deeper wedge into leather's markets on a price-advantage basis.

In conclusion, Dr. Bradley said that tanners must recognize that leather manufacturing is gradually becoming more of a chemical engineering process and definitely moving away from the craft approach. This in turn would require a fresh approach to leather processing methods.

Chase Explains NPA

W. Howard Chase, assistant administrator of the recently inaugurated National Production Authority, briefly explained the functions and purpose of this government agency and its role in the Defense Production Act. He emphasized that NPA does not bureaucratically establish new rules and laws but simply follows the rules and laws set up by the defense program designed to make the U. S. the strongest military nation and civilian economy in the world.

Chase dwelt upon the new forces shaping our defense economy. For instance, the enormous drain that will be placed upon our available manpower and labor force. He stated that for every soldier some seven men in the civilian and defense economy were needed to maintain that soldier's military needs. An addition of 1.8 million men to our armed forces would thus require some 10-11 million additional people to our labor force.

"The job of NPA is to prepare the U. S. for the worst and not for the best," said Chase. One of the big jobs was the planning — deciding upon the millions of individual items needed, and how much of our raw materials resources have to be enlisted, and under what conditions. To achieve this, some controls and allocations would be needed. He stated that it was "likely that some leathers or leather commodities would come under government allocations, along the lines of rubber, lead, aluminum."

General Howard L. Peckham, Commanding Officer of the New York

(Continued on Page 30)



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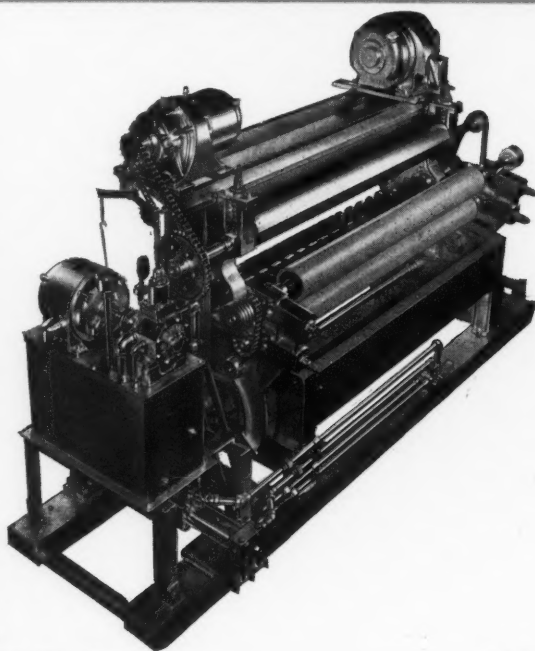
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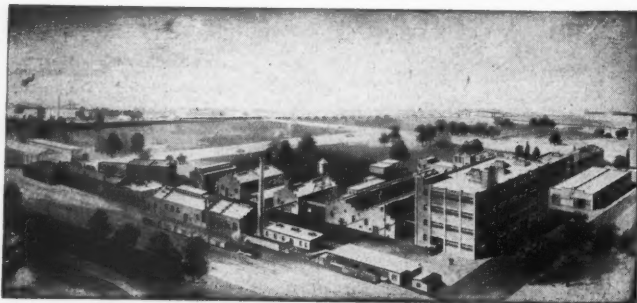
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TANNERS FOCUS

(Continued from Page 26)

Quartermaster Procurement Agency, outlined briefly some of the procedures in military footwear procurement. He cited the appreciable increase in footwear orders for the armed forces. However, he did not believe that there would be further appreciable increases in these orders, but rather a leveling off to present status.

Earl Wilson, Bureau of Agricultural Economics, discussed the "Domestic Livestock Outlook." He showed the development of livestock populations and proportionate slaughters over the past 20-30 years. Peak slaughter year for cattle and calves was 1947, amounting to 36,000,000. Since then, these slaughters have decreased, with 1949 providing only about 32,000,000, and a further decrease expected this year. By next year cattle population is expected to reach about 83,000,000 head, a little below the all-time U. S. peak of 85.6 million of 1945. Perhaps by the second half of 1951 a gradual expansion of cattle slaughters will begin, due to increased herds. By about 1953-54 cattle population may reach 90 to 95 million head, thus allowing for all-time peak slaughters of 36-38 million cattle and calves annually. Counting another three to four million cattle dying from natural causes, cattlehide and calfskin supplies may then reach 39-41 million pieces annually.

"Economic Crossroads"

Martin R. Gainsbrugh, Economist of the National Industrial Conference Board, selected "The Economic Crossroads" as his subject. He endeavored to answer what he considered the three most important economic questions of the day: (1) Can we have a recession during the rising boom? (2) What are the dimensions of the national defense program? (3) What about prices?

No recession was foreseeable, he said. However, what was important was the forthcoming shift in the economy. For instance, a reduction in proportion of retail sales to total national income, with a proportionate rise in government spending in relation to national income. This did not necessarily mean fewer retail sales, but simply a shift in ratios.

By mid-1951 the country will be operating on an all-time "peacetime"

budget of \$65 billions, with almost half going to the military program. While we spent a total of \$300 billions for all of World War II, at our present rate of military spending—if carried out over a 10-year period—will amount to \$400 billions. After every war, Gainsbrugh pointed out, government spending has assumed a permanent new plateau.

He stated that we could expect prices to continue to mount. Inflation would slowly creep upward as government spending based on the mammoth defense program got into high gear. This will result in a progressively weaker dollar, despite current or planned control measures. The purchasing power of the government's dollar has already declined 60 percent since 1944. Today, for example, it costs the government anywhere from 25 to 150 percent more for all the goods it is purchasing. It simply requires many more dollars to buy the same amount of defense goods.

Gainsbrugh, however, saw no needs for drastic controls on prices, as these would not at all control inflation. He said that we are momentarily in a lull period, but within another few months will see the greatest boom in industrial activity ever experienced in a peacetime period.

Communism Rising Threat

Austin Fisher, labor relations counselor, talked on Communism and its rising threat to the American labor movement and its relation to industry. He emphasized that Communism and Nazism were not identical evils simply because they were vicious dictatorships with totalitarian economies. Communism operates on an insidious policy of infiltration designed to undermine and then destroy free movements—with the organized labor forces as the primary target in every country. This labor infiltration movement of Communism, Fisher stressed, was the real threat facing American industry.

One of the most interesting speaker sessions was presented under the title, "Past Experience, 1940-45." This was a panel and discussion composed of Harold Connett, Sherwood B. Gay, Lewis B. Jackson, Frank H. Miller, with special comments by Julius G. Schnitzer, and Edward L. Drew acting as chairman. All of these men were connected with government agencies—primarily OPA and WPB—during the war, in the leather and footwear sections.

The panel members individually discussed their wartime experiences with the government control agen-

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TABLE IV

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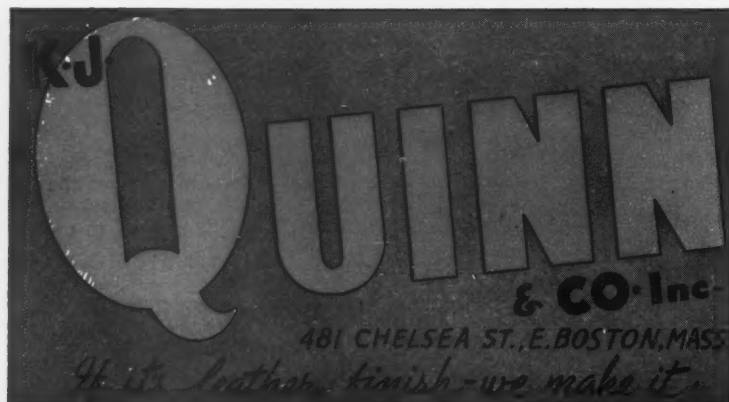
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Havana, Cuba, Mexico City, Mex.



Julius G. Schnitzer

cies, and cited ways in which they believed a more efficient functioning of such agencies could operate in the event of another national emergency. The significance of this panel was the clear indication of approaching control or restrictive measures under consideration in Washington, to affect the industry. None of these men were in favor of any semblance of drastic control measures at this time or in the foreseeable future. That is, they did not see any necessity of controls on leather or footwear under the current National Defense Program so long as the international situation did not worsen.

L and S

Next Year A Cruise?

Though not yet officially confirmed, the report is that the Spring Meeting of the Tanners' Council of America will be at sea—a cruise to Bermuda on a specially chartered ship.

L and S

The Technical Session was another panel composed of leather industry technologists presenting five-minute talks. This session was under the chairmanship of Dr. Fred O'Flaherty. Following were the speakers and topics discussed:

William Cox: The pasting process.

Robert B. Hobbs: Specifications and standards.

Dr. E. P. Theis: Developments in chrome tanning.


William T. Roddy: Physical tests.

Robert M. Lollar: Mold-proofing leather.

Dr. S. J. Kennedy: Military leathers.

W. O. Dawson: Synthetic replacement tanning methods.

— END —



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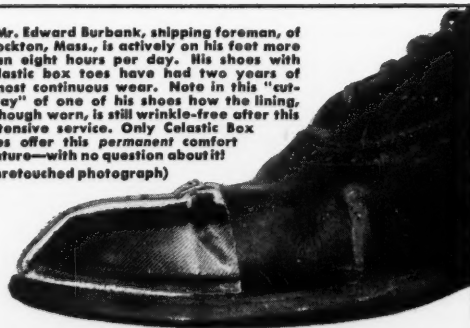
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*"CELASTIC" is a registered trademark of the Celastic Corporation

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WORLD WAR II CONTROLS

(Continued from Page 23)

other raw materials allocated but constant friction was created except in those cases where a fixed ratio determined allocations.

Coinciding closely with this division came the decision of the Government to actually purchase foreign hides instead of using the so-called "wash sale" basis that had been in existence before. I have not time to go into the reasons for this decision except to remark that it was one of the most controversial subjects for quite a period of time and when I made the announcement to the Tanners' Council at one of their conventions of the Government's decision, I unquestionably earned the right to the "Tanners' Council S.O.B. Medal of Dishonor."

I still think the decision was right and it is interesting in the light of subsequent events to note that a Leather Industry Advisory Committee of one of the Government agencies, when discussing a plan for total mobilization has unanimously recommended Government purchase of hides and skins.

Favorable For Tanners

That is, of course, water over the dam, but it is germane to point out something that could not be stressed at the time, namely, the fact that Government purchase reacted favorably to the tanners in an indirect way since it did a great deal to prevent the waste of hides being tanned in foreign countries for unsatisfactory and non-military leather. Under the new arrangement both the United Kingdom and the United States were automatically charged as hides for leather purchased abroad. In the past efforts had been made to control the situation but with indifferent success. The agreement with the United Kingdom and with Canada put an effective check on excessive tanning operations in those countries.

After V-J Day the Combined Raw Materials Board was replaced by the International Hide, Skin, and Leather Committee whose functions were to distribute equitably not only amongst the Allies but to neutral nations the hides and skins of the world. This was a far more difficult job on account of the numbers involved, because the shooting war was over and because the United States' policy on prices remained rigid. The Committee functioned for a period of time and then disbanded at the end of June, 1946.



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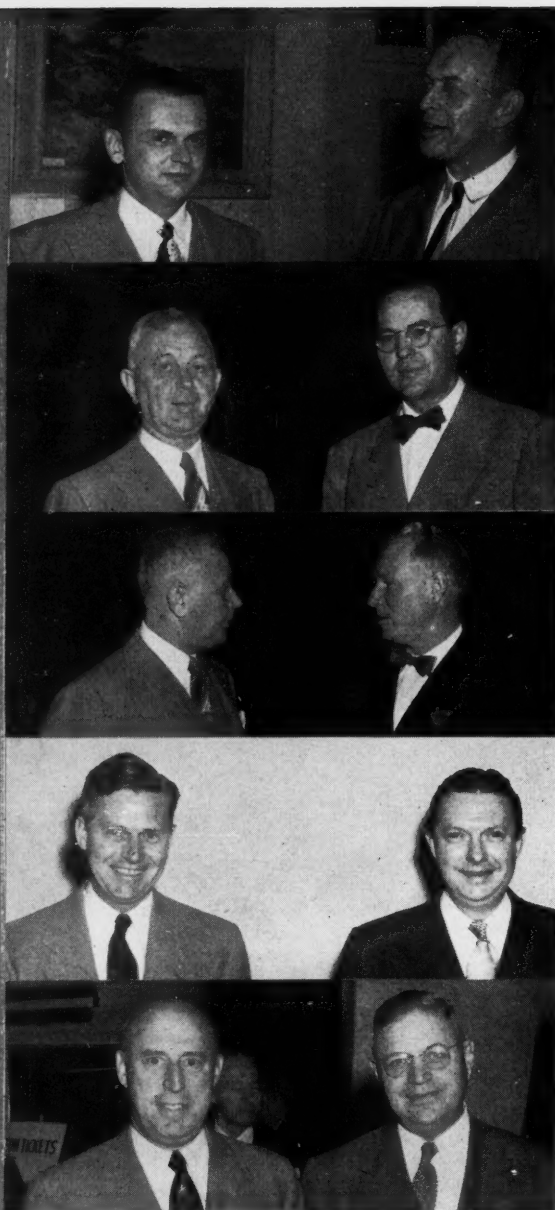
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LEFT COLUMN: Top to bottom—D. K. Severn and Wallace Windus; Laird Wilson and H. J. Ward; Fred G. Weiss and Ben. W. Seidel; W. K. Schweitzer and Al. Schiller; George Hodsdon and David Laub; Howard and Lee Lincoln; Geo. Hegner and Everett Pervere.

RIGHT COLUMN: Top to bottom—Gordon Krause and Lee Soesbe; S. G. Laties and Harold Edelstein; S. G. Laties and A. L. Gebhardt; George G. Dunning and W. H. Argabrite, Jr.; Saul Nectow and Albert J. Merker.

This is a brief history of some of the highlights. I should like to give my personal ideas of what the experience taught us:

First, I should say that to be really effective allocation, production controls, direction of Government purchases, and price controls should all be under the same roof.

Internecine strife between agencies was a common daily occurrence in Washington. For example, the function of the Office of Price Administration was to limit price and avoid inflation. The chief aim of the War Production Board was to get production and yet as everybody knows there is a very definite relationship between price and production. I recall very distinctly one instance that, had it gone the other way, might have had serious consequences with respect to civilian shoe production.

"Price Line"

I mentioned earlier that when rationing was put into effect the Leather and Shoe Division saw that it would be necessary to limit the production of higher priced shoes, since it was apparent that with rationing the demand of the public would be for higher priced shoes with consequent neglect of the medium and lower priced range. There was no way to write this limitation order without mentioning the words "price line." The moment the Office of Price Administration heard of this order they promptly claimed jurisdiction on the grounds that it dealt with prices and the battle for jurisdiction was promptly taken by the Office of Price Administration to the White House for settlement.

The dispute dragged on and was finally settled only when Lawrence Sheppard and I went directly to Nelson, head of the War Production Board, and pointed out the consequences of the Office of Price Administration taking over a Production order. I recall distinctly the prompt action he took and his instructions to get out the order the next morning. I can't remember exactly if the deadline was met but it was about the fastest order that ever went through the Board.

Another instance that I recall very vividly was the time that the Army, in order to get a sufficient supply of gloves, had to turn to goatskin leather. The Office of Price Administration's price for garment and glove leather was around 21c a foot, whereas tanners were putting those skins into leather that was fetching in the neighborhood of 35c a foot.

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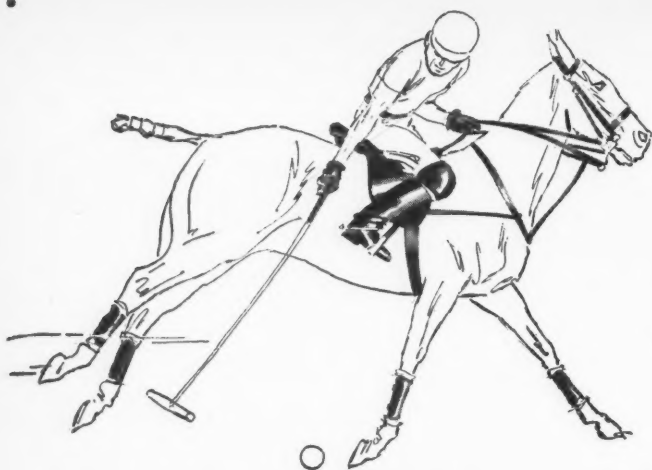
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The Office of Price Administration flatly refused to raise the price and the Leather and Shoe Division was requested to issue a directive to goat-skin tanners requiring them to make this glove leather, which I refused to do on the grounds that the War Production Board could not direct tanners to make leather at a distinct out-of-pocket loss. The Army was perfectly willing to pay a fair price but it took about five weeks of battle before the Office of Price Administration was willing to make a move in the right direction.

Secondly, it is extremely difficult to control one raw material or product and not another. We had many examples of this during the term of the War Production Board. It is also very difficult to control raw material product at one end and not at the other except for a limited time.

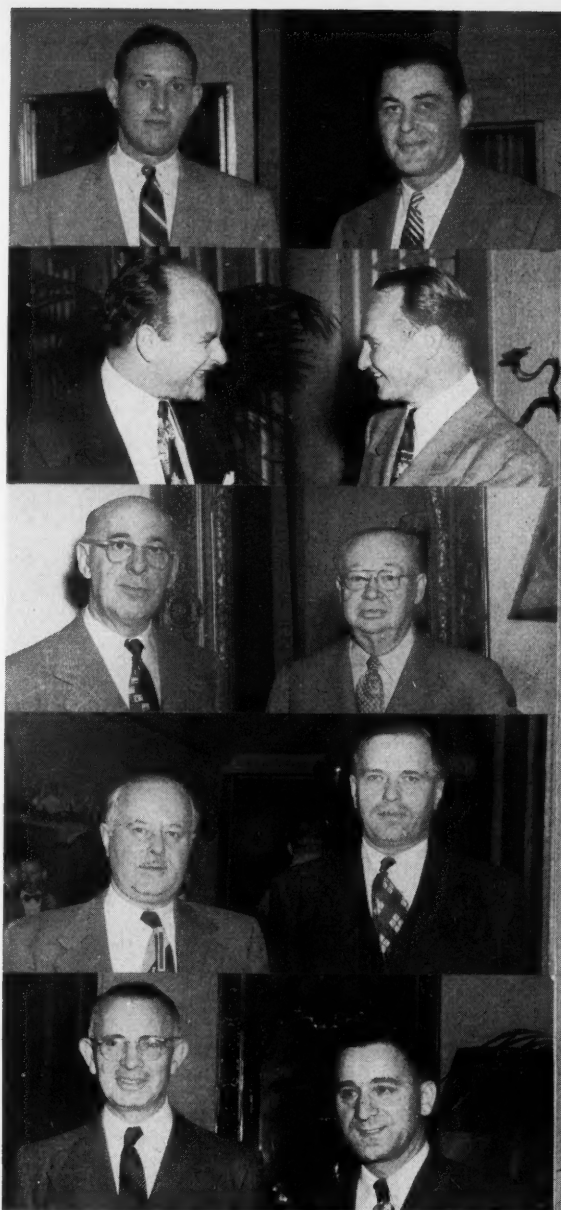
The third lesson we learned is that it is very difficult to control foreign supplies, particularly when they are being held under domestic price ceilings. Abhorrent as it may seem to us it is quite possible that in another emergency subsidies for foreign materials would have to be considered.

Directives Important

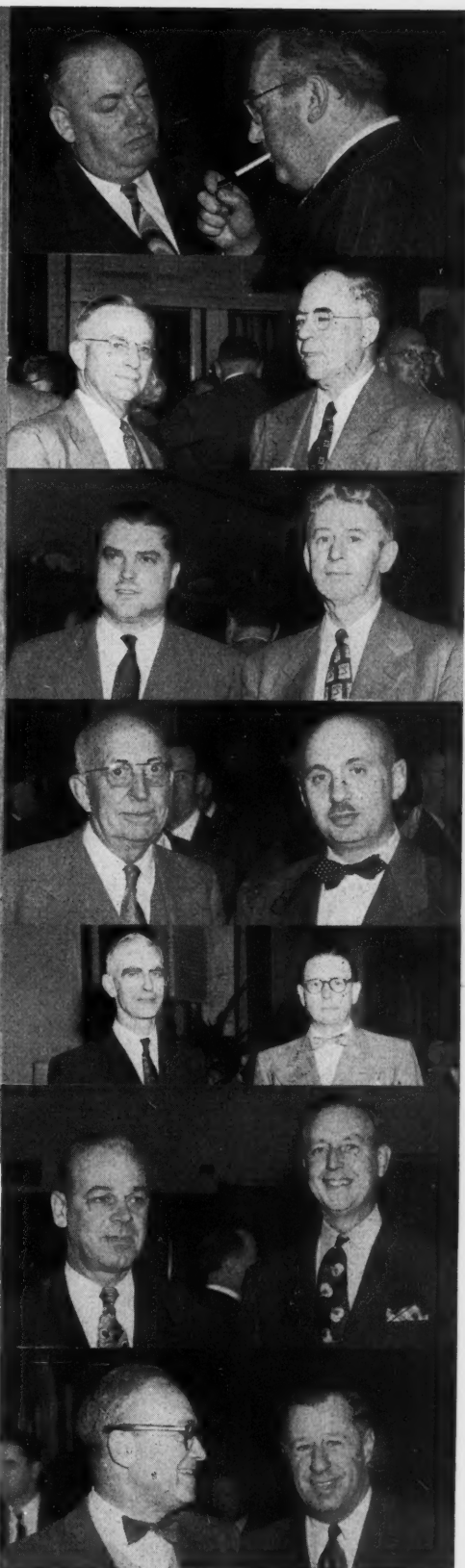
Should a situation in the future ever reach a point where over-all controls are put into effect, there is a further suggestion that should be considered which I have touched on briefly earlier in this discussion, namely, the advantage of directives under an order as opposed to the amendment of an order. We found that the directives could be issued almost from day to day to meet the changing military and civilian requirements, whereas it took an interminable time to amend an order. I believe the directive system worked far better and was also much more satisfactory from the point of view of industry.

Lastly, it is unlikely that if there is to be a global war the international aspect of controls and allocations could be overlooked. I have stated at some length the troubles that these caused and will be experienced again under similar circumstances. No matter how closely countries may cooperate, there will always be difficulties when they each have their individual buyers in the market. From my experience I feel convinced that the most workable way would be for one Government, presumably the United States, to actually perform the buying and re-allocation to the countries involved.

— END —



LEFT COLUMN: Top to bottom—Irvin and Cy Mindel; Morton Sklut and J. Grabell; Elmer Knoernschild and Lee Lincoln; Munson Emery and Ed. P. Regel; Nathan Brezner and Jack Abrams.



RIGHT COLUMN: Top to bottom—Ed. Aulson and Albert Trostel; Harold Goodspeed and Byron Gray; Ralph Pope, Jr. and George Russell; Lewis B. Jackson and Emery Huvos; Martin J. Barr and Harold Ross; H. A. Coey and Bill Van Valkenburgh; Gustave Sokol and Kivie Kaplan.



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RIGHT COLUMN: Top to bottom—Top row: Ralph Lindsay, Byron Hall, James and Charles Donovan; Second row: C. E. Smith, L. A. Swendenborg and P. W. Lehn; Third row: N. P. Dworetzky, Paul Legallet, Alfred Jacobshagen and Jos. S. Silversteen; Fourth row: Edw. Kirkman, M. C. Craft, R. D. Kenyon and Fred. S. Gruen; Fifth row: Bill Tefft, Jack Pike, Art Carlson and Gordon Krause; Sixth row: Ralph Nelson, O. K. Meyer, R. H. Allen and Bill Tefft.

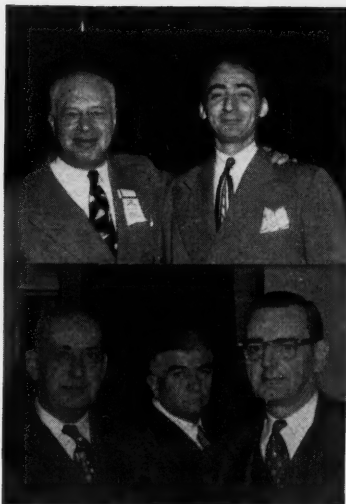
IF WAR COMES

(Concluded from Page 22)

and pricing, with flexible machinery for all phases and with one man on top of the pile to break deadlocks. While basic orders would be required, the directive principle should be depended upon to induce the flexibility required by the conditions of supply related to military and civilian needs. I should like also to see enough civilians (those despicable \$1. a year guys) made available for important posts so that a rotation at the rate of service for one year could be had, with a 3-month overlap for arriving and departing officers.

I pray that the need for none of these actions will never again confront us, but I am afraid that nature of man being such as it is, at least one more recurrence may be ahead of us.

While I am not a proponent of "push-button" planning, it seems to me that there is need to lay out now somewhat more than a skeleton for later action. In saying that I hasten to add that I hope it will not be taken as an invitation to impose controls prematurely for reasons of domestic political expediency rather than military necessity. Short of military necessity I firmly believe this country can very well struggle along with its rugged individualism amongst capital, labor and management as it has done for a long, long time, and still maintain its position with by far the highest living standards in the world.



Above: Leslie Lyon and Wm. A. Rossi. Below: J. S. Kopp and Harry Niblock.

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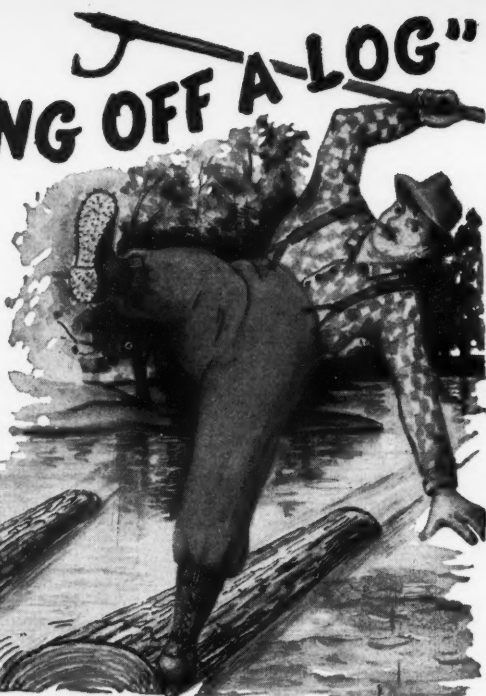
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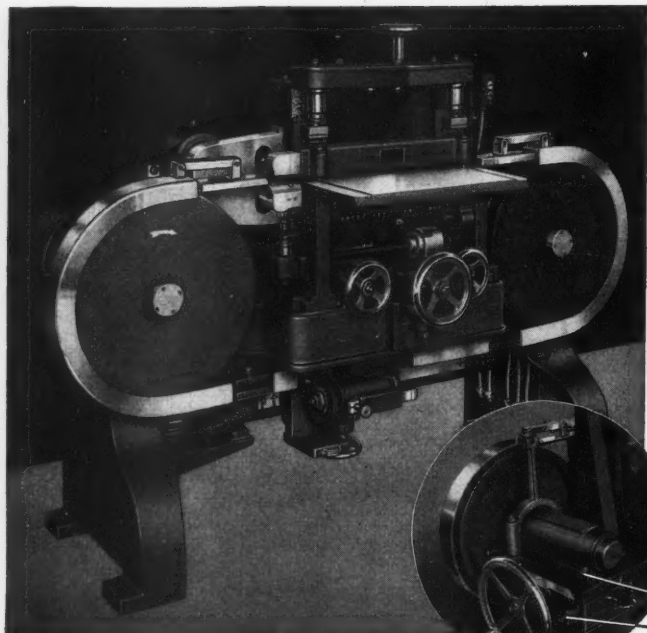


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A Tension Device to keep the knife taut.

A Knife Tension Indicator to provide visual means of determining correct knife tension.

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A 2-speed Gear Box for operating Feed Rolls.

A Universally Adjustable Head to insure accurate alignment of the Feed Rolls with the Knife.

A built-in Diamond Dressing Tool for grinding the wheels.

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LEATHER and SHOES

November 4, 1950



L&S NEWS X-RAY

Stepped-up volume of hide and skin imports along with rubber, tin, sugar, cocoa and a few others now credited by ECA with helping Europe's Marshall Plan countries strengthen economic position. With revival of Europe a major factor in U.S. defense program, ECA now reports summer of 1950 saw continuing climb in Western Europe's hard currency reserves, sharp fall in unemployment in all countries, expansion of construction, further narrowing of dollar gap, and continuing increase of exports.

For first time in 13 years, value of U.S. imports during July and Aug. exceeded that of exports. Excluding U.S. shipments under Mutual Defense Assistance Program, U.S. imported \$32 million more per month than she exported during July and Aug. A year ago, U.S. exports exceeded imports by \$420 million per month.

If volume of hide and skin imports continues, U.S. and other non-Communist countries will benefit. Imports will ease market situation here, provide more leather for shoe industry when it may need it most. Also, payment of U.S. dollars in settlement of trade deficits with Latin America and non-Marshall Plan sterling areas will help increase Western Europe's hard currency reserves.

U.S. Chamber of Commerce report that average American spent \$19 for "shoes and footwear" last year or 1.5 percent of total consumer expenditures during 1949 is misleading. Survey made by Marketing Research Specialist of Chamber's Domestic Distribution Department based its per capita figure on over-all population of more than 150 million people, including many infants and other persons not making formal purchases of footwear. "Real" per capita figure for buying consumer is actually much higher.

One of National Production Authorities' first acts was to launch immediate inventory of small firms engaged in manufacturing. Idea is to find out what raw and finished materials they use, how much and where obtained. Small tanners and shoe manufacturers included in survey.

NPA wants immediate list on hand to facilitate spreading of defense contracts among some 230,000 manufacturing enterprises in U.S. Government wants to avoid unhappy experiences of World War II when more

than a million firms, mostly small, were forced to shut down because they had few defense orders, were unable to get raw materials needed.

L&S survey of tanners' inventories (page 48) indicates tanners not planning to increase rawstock and finished leather stocks on hand regardless of price trends or buying demand. Replacement buying, based on leather orders, will be policy followed by greater majority.

Tanners using LIFO method of inventory must keep stocks at normal 1939 levels for tax purposes. Those who do not use LIFO say there is no incentive for increasing stocks today. High rawstock costs, for one thing, prohibit heavy buying ahead. Possibility of early Government inventory and allocation controls, price ceilings another factor.

Unless leather demand declines radically (not very likely with stepped-up military procurement), shoe manufacturers will find it difficult to buy much leather for immediate delivery. Tanners will base production on volume of orders, keep inventories at minimum.

Interesting point brought out by survey is that most tanners not concerned about prospect of controls. Whether or not they feel controls needed, they are prepared for them. Continuing policy of low inventories helps ease their worries on this score. Price ceilings not much of a bugaboo as tanners feel these will first hit hides and skins. Few look for appreciable price rollback, if any, since this would pose innumerable difficulties for Government. At the least, controls would help stabilize market, clarify cost situation.

Average earnings of women shoe workers still well below male workers' wages in most shoe centers. This is substantiated by Labor Department's latest issue of "Facts on Women Workers."

Rehash of Bureau's Oct. 1949 shoe wage study in 13 major shoe centers shows women's pay exceeded \$1.50 per hour in only three cities: Boston, New York and Los Angeles. Men's pay equalled at least \$1.50 hourly in 11 of 13 centers. Two centers where men's pay fell below this mark were Missouri (except St. Louis) and Southeastern Pennsylvania.

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BUYING FOG SHROUDS SHOE FAIR

CAUTION KEYNOTE TO LAGGING SALES

Uncertain Future Tempers Retailer Orders

Expected to be a real buying show because of the early Easter 1951 date, this year's National Shoe Fair, held Oct. 29-Nov. 2 in Chicago, turned out to be one of relatively small traffic and much indecision on the part of buyers. Actual order-taking for most shoe manufacturers proved disappointing, despite the almost unprecedented variety and beauty of new styles displayed.

What made buying so sluggish and apprehensive? Several important factors: (1) a let-down in retail shoe business over the past few weeks, resulting in appreciable inventories on hand, plus temporary discouragement and caution on the part of retailers; (2) increased prices—and the indecision of what to do about them; (3) the feeling among a substantial number of retailers that some controls involving footwear and leather will go into effect shortly after the November elections.

What confused almost all sellers was the failure of their earlier certainty about good show sales. They had reasoned it all quite logically. The very early Easter (March 25) would certainly necessitate earlier buying in order to assure deliveries. Retailers had accepted the previous price increases—seemed resigned to perhaps another increase. Resigned or not, there was every indication that shoe prices were going still higher. This, in turn, would seem to motivate sales at Shoe Fair time to get in under the wire.

Shopping Tour

The "logic" failed to crystallize. Visiting buyers made it largely a shopping rather than buying tour. And a significant factor was present in the tour: many were inquiring about lower priced lines, either from their regular sources of supply or new sources. As one retailer expressed it: "My store has been identified with a certain price line. I've taken two price increases in the past four months, amounting to about fifty cents. I've absorbed it. But now I've reached the saturation point—and facing still another price rise. That means I'll have to go a

quality bracket lower to maintain identity with my former price."

There were others seeking lower priced lines simply out of apprehension about competition or lost sales in units. But there was also much counter-reasoning by other retailers. Those whose merchandising and stores have been identified with brand names were resigned to increased prices, though apprehensive about what those rises were going to do to unit sales in the higher-price brackets. Again, as one retailer put it, "You're going to see a shift in consumer buying to better quality footwear that will last longer and be more economical. That is, people are going to wear their shoes longer. It's the lower-priced and not the higher-priced lines that will feel this thing most."

Whatever the reasoning, the ultimate effect was indecision and caution. Despite disappointment in actual bookings at the show, most of the experienced manufacturers did not feel that unit sales were to be effected. "It means only delayed buying," said a Cincinnati producer. "These retailers will go home, think about it, make up their minds, send in their orders. After all, with an early Easter ahead, how long can they delay? And those that delay—waiting until the last minute—are going to be hurt this year. We just won't be able to fill in time."

A Guessing Game

The Fair atmosphere was one of a gigantic guessing game. The pivot of it all was this: the full impact of shoe price increases of recent months (plus any further increases to come) has not yet reached the consumer. Neither the retailers nor the manufacturers have had a chance to evaluate consumer reaction to this full impact when it really hits—perhaps around the first of the year. These increases amount to from 50 cents to \$3 a pair. Retailers have been cautious in introducing these rises, inevitable as they are. So, the current guessing game is: How is the consumer going to take it?

Upon the answer to this depends the whole trend of shoe business over the next six months, perhaps longer. If the consumer shows signs of sub-

(Continued on Page 52)

PATTERSON SAYS SHOE PRICES MUST RISE

Cites Wide Gap In Rawstock, Shoe Prices

Increased wholesale prices at 39.7 percent in raw hides and skins since January and a corresponding increase of only five percent in wholesale shoe prices mean that either raw materials must come down or shoe prices go up, John E. Patterson, economist of the National Shoe Manufacturer's Association, declared this week at the National Shoe Fair at the Palmer House.

Patterson described the wide gap which has developed between the basic raw materials which go into making the nation's nearly 500 million pairs of shoes per year and wholesale prices of the finished product. He estimated the 1950 total production at 485 million pairs and 1951 production at 493 million, the increase being due largely to government buying for the military forces.

"There is little or no evidence that shoe retailers have been building up high inventories since the Korean war broke and in spite of anticipation of higher prices, production so far does not indicate increased retailer buying. As a matter of fact, there is evidence that shoe production has been less since the outbreak of the war than was needed to meet consumption requirements.

"Contrast this with the situation in 1941 (during the first year of war preparedness) when production jumped 25 percent. That increase was due largely to inventory buying by retailers since consumer sales did not keep pace with retailer orders.

"There is no such comparable situation today. Every indication is that manufacturers are not making too many shoes but, as I said, prices of raw materials must come down or shoe prices will go up. Over the years, the record shows that the fluctuation of shoe prices has maintained a close relationship to fluctuations of hide, skin and leather prices."

CANCEL SHOE BIDS

The Philadelphia Naval Aviation Supply Depot has cancelled Invitation No. F-51,842 calling for bids on 11,349 pairs of leather flight-deck shoes. Opening of bids, delayed from Oct. 17, was scheduled for last week.

NEW ENGLAND SHOE INDUSTRY HELD FIT

Bank Sees Outlook Good For Next Few Years

New England has retained its pre-eminence as the nation's leading shoe producing area despite the shifting of population and income in the past 25 years, according to the Federal Reserve Bank of Boston.

In a reappraisal of the New England shoe industry published this week, the bank found that "over the next few years, the region's share of the national market is expected to average only slightly lower than it did during the last quarter century." It based its prediction on a study in cooperation with the New England Shoe and Leather Association.

In a previous study made in 1948, the Federal Bank found a marked decline in the region's share of national shoe output from 1947-48 "caused concern for the future of the New England shoe industry."

This week the bank's Monthly Review reported that New England's share of national shoe production, which fell from 35 to 30.4 percent from 1946-48, climbed back to 31.6 percent in 1949. This rose to 32.5 percent in the first half of 1950.

"It is a tribute to the keenness and alertness of New England shoe producers that despite the shifting of population and income the region has not lost substantially more of its markets," the bank concluded.

Future Growth

A possibility for future growth was seen in juvenile footwear. "In view of the growing juvenile population, it appears that the New England shoe industry is overlooking a good opportunity to strengthen its position," the bank asserted. (Juvenile shoes have been relatively less important in the composition of the New England industry than in the nation as a whole.)

After studying trends over the past five years, the bank said that the region's success in preventing a greater loss in its relative position seemed to depend on several favorable circumstances.

A large group of New England producers took advantage of the shift in consumer preference to low and medium priced women's footwear. Producers in other areas who specialized in more staple types of footwear were not able to adjust their product to the changing market as quickly as the multitude of small plants in New England. Managerial "know

how," an adequate supply of skilled labor, good labor relations, pride of workmanship, and New England's long-time reputation as a shoe center, combined to assist the area to maintain its position in the national industry.

The study also found that producers of both men's and women's shoes who distribute through affiliated retail stores and chain stores have maintained their output most successfully during the past two years. This experience confirmed the findings presented in the earlier study.

The article points out that the increasing concentration of output in a small number of large firms operating predominantly in the Midwest and South will probably make it more difficult for New England to increase its share of total national shoe production. To offset this tendency New England producers, especially in Massachusetts, might strive to increase the average size of firms.

NEW ENGLAND TANNERS TO MEET NOVEMBER 10

The newly-formed New England Tanners' Club has announced it will hold its next meeting Nov. 10 at the Hotel Hawthorne, Salem, Mass.

A full program has been planned, with a social hour beginning at 6:00 p.m., dinner at 7:00, and business of the meeting to commence at 8:00. After a committee report and action on proposed by-laws, election and seating of officers will be held. Speaker of the evening is William Dawson of Chemtan Co., who will discuss "Latest Developments in Synthetic Tanning Materials." An open forum will follow.

Tickets at \$2.75 per person may be obtained from Richard Drew, Box 371, Peabody. Dinner reservation must be made by Nov. 7.

Leather Union Officer Held In Red Round-Up

Continuing its nation-wide round-up of alien Communists for deportation, the Department of Justice has arrested Jack Schneider, 54-year-old Russian-born executive board member of International Fur and Leather Workers Union.

Schneider, one of the Communist-controlled union's most active leaders, has been on bail for the past 18 months pending deportation on charges of having been an alien member of an organization advocating the overthrow of the U. S. Government by force.

MILITARY SHOE ORDERS TO QUADRUPLE IN '51

Stephenson Sees Buying At 12 Million Pairs

The military will take four times as many shoes in 1951 as it did in 1950, an increase from three to twelve million pairs, W. W. Stephenson, New York, executive vice president of the National Shoe Manufacturers' Association, declared this week as 15,000 shoe manufacturers and retailers began arriving in Chicago for the annual National Shoe Fair.

"Shoes will be relatively more plentiful and easier to buy in 1951 than hard goods," said Stephenson. "Prices are likely to be higher in relation to the amount of additional inflation which seems likely to take place."

Stephenson said he does not expect a return to the "gin rummy" days of 1943-44 when shoes were the only article of wearing apparel that was rationed but he said the shoe industry does face a job of "selling sanity, understanding and confidence" to the consumer.

"Production bottlenecks will no doubt develop during the military preparedness period which lies ahead," continued Stephenson, "and the full ingenuity and initiative of shoe manufacturers will be called for to meet these bottlenecks."

Stephenson added that all business must use the current period as a time for selling "an understanding of business enterprise and how it operates, not just products." He referred to the period during the last war when many individual salesmen and firms stopped selling because there was no need for such. "Real selling today may mean persuading the customer to buy less as well as more or to buy differently," he explained.

An urgent appeal for all-out participation in the shoe industry's annual dinner in support of the maintenance campaign of the Federation of Jewish Philanthropies of New York, to be held Nov. 15 at the Ritz Carlton Hotel, has been made by Milton Simon, 1950 division chairman. Simon reports attendance at recent shoe shows has slowed responses to the current \$20 million drive to maintain and extend the services of 116 affiliated hospitals and welfare agencies.

TANNERS' INVENTORIES AT PRE-KOREAN LEVELS DESPITE INCREASED SALES

High Cost Of Rawstock, Not Impending Controls, Influences Replacement Buying

The nation's tanners are maintaining rawstock, in crust and finished leather inventories at pre-Korean levels despite a greatly increased demand for leather. Practically all intend to keep inventories at their present levels or even lower in the months to come.

This was the consensus of tanners interviewed in the past few days by LEATHER AND SHOES correspondents located in the great tanning centers of Massachusetts, New York, Philadelphia and Chicago.

Tanners are almost unanimous in their belief that the current economic look does not call for a higher level of inventories. Leather sales which jumped considerably after the war's outbreak have slowed down recently due to seasonal and other factors. Although tanners expect sales to pick up again in the next few weeks, they do not see any need for buying much beyond replacement needs.

Tanners bought a great deal more of hides and skins in the four months since the Korean outbreak than they did for years. However, their rawstock inventories were rarely heavier than normal over this period. Leather sales increased proportionately over this time so that they did not pile up any rawstock or finished leather. Actually, most of their rawstock buying was based on replacement needs.

Because of hide and skin price rises since June 25th (up some 25-40 percent) most tanners claim they weren't in any position to do any heavy rawstock buying on a speculative basis. When leather orders almost exhausted inventories on hand shortly after Korea, they did some heavy rawstock buying but most of their production was sold ahead two-three months.

LIFO Method

Tanners who use the LIFO method of inventory are necessarily restricted in inventories of hand. These must keep their inventories in line with basic 1939 LIFO levels as the end of their fiscal year approaches. Greater leather sales have been reflected also in larger rawstock purchases but the latter have not been allowed to accumulate.

Most LIFO method tanners do not

plan to increase their inventory levels in the near future, intend to keep them only up to normal for tax purposes. Replacement buying of hides and skins will continue, depending upon volume of leather sales.

One big Chicago tanner states anything but replacement buying of rawstock would be highly dangerous at current prices. Rawstock supplies this year have not been as great as expected and it is difficult to buy much ahead. Also, because it is always difficult to ascertain in advance what colors on leathers will be most wanted, it is dangerous to overstock leather in colors. Black appears the only safe bet.

All of this has been in accordance with the Tanners' Council policy since June 25. The Council has not been in favor of building up large inventories; in fact, it has urged all members to keep finished leather stocks at minimum levels.

High Prices—Why?

That tanners rushed to place heavy hide and skin orders shortly after the Korean outbreak is a matter of record. Most of this buying was done as rawstock prices were soaring upward, served to bolster the inflationary spiral. Yet few if any tanners are willing to admit that this rush to buy rawstock was the main force behind rising hide and skin costs.

They point to the fact that rawstock prices were on the upgrade even before Korea. More important by far, they claim, was speculative buying of hide futures, the market-wide inflation in all commodities, stepped up production and increased demand.

One New York calf leather tanner points out that the shortage of calfskins plus high prices have forced many shoe manufacturers to turn to kip. This, in turn, caused kip leather prices to rise and drained available supplies. As a result, many manufacturers who ordinarily used kip then turned to side upper leathers.

Most tanners do not feel the blame for price rises (10 to 25 percent in leathers, 10 percent in shoes) can be blamed on any one source. They admit replacement buying against active leather business has increased

the pressure of demand for limited rawstock supplies. But the greatest blame falls on wild hide and skin and leather buying by speculators.

By way of illustration, a prominent sole leather tanner points to the existing situation in findings. Findings are now dead—almost all buying has suddenly ceased. Uppermost question in the trade today is: "Where did all the piled up leather go? Tanners don't have it. Neither do the repair men."

What About Controls?

As the majority of tanners see it, leather prices will remain close to present levels barring any drastic decline in hide and skin prices. Based on present military requirements, there will be enough leather on hand to take care of civilian needs. If military buying is stepped up sharply, civilian shoes will suffer in quantity, quality and price.

There is one thing that might change the picture a little—Government controls. Most tanners do not fear this possibility any longer, are even prepared for it. They feel the Government will not roll back prices to any extent because of the many difficulties involved. Also, the Government does not want to lose any revenue from higher profits, they say.

All are agreed that the possibility of controls serves one definite purpose. It makes certain that tanners do not pile up heavy inventories. If any tanner were even remotely considering a radical inventory increase, he would have to think twice about the possibility of inventory controls and price rollbacks. This, however, is not the main reason for the current and planned future low inventories.

The crux of the matter is this: tanners have no incentive to increase their inventories. Why buy more hides and skins than may be needed and force prices up. The future is too uncertain.

International Sells Burke Tannery

International Shoe Co., St. Louis, has sold its Burke tannery at Morgantown, N. C., to the Clearwater Beach Corp., school bus manufacturer, according to J. L. Johnson, vice president.

Johnson said the tannery was sold because of declining demand for sole leather caused by increased competition from rubber and composition soles. The Clearwater Beach Corp. will move into the plant on Jan. 1, 1951.

MILITARY BIDS AND AWARDS

Rubber Boots

November 6, 1950—QM-30-280-51-644, fireman's rubber boots, 5,904 prs. Opening in New York at 3:30 p.m. with delivery Dec. 31 at 2,952 prs. to Shelby, O., Air Depot and remaining pairage to Maywood, Cal., Air Depot.

Leather Gauntlets

November 6, 1950—Invitation No. F-52,005, 12,200 prs. gas welders' leather gauntlets, 5-finger style. Opening at Aviation Supply Office, 700 Robbins Ave., Philadelphia, with deliveries during Dec., 1950 and Jan., 1951.

Felt Insoles

November 6, 1950—QM-30-280-51-622, x-large felt insoles, 175,000 prs. Opening in New York at 3:30 p.m. with delivery by Jan. 1, 1951 to Marine Corps, Depots.

Various Items

November 7, 1950—Navy Invitation 7451, N-2 rubber hip boots, 12,408 prs. Opening in New York at 10:00 a.m., with delivery at 20%

of each size 54 days after date of contract, 35% within 75 days, 45% within 105 days.

Navy Invitation 7452, N-2 Arctic rubber overshoes, 5 buckle, 221,200 prs. Opening at 10:00 a.m., delivery as above.

Navy Invitation 7453, N-1, Arctic overshoes, slip-resisting sole, 5 buckle, 37,000 prs. Opening at 10:00 a.m. with delivery as above.

Mitten Shells

November 13, 1950—QM-11-009-51-980, trigger finger mitten-shells, M-1948, medium, in accordance with Specification MIL-M-810A, 39,400 prs. domestic pack, 157,600 prs. overseas pack. Opening at Chicago at 10:00 a.m. with delivery to Auburn General Depot, Auburn, Wash., during Jan.-March, 1951.

Ventilating Insoles

November 24, 1950—QM-30-280-51-641, ventilating insoles, Ex-50-4, 7,000 prs. Opening in New York at 2:00 p.m. with delivery by Feb., 1951. This is an experimental type of insole to be used inside of

experimental mukluk for Arctic tests by Marine Corps.

Arctic Boots

November 30, 1950—QM-30-280-51-671, felt arctic boots, 3,500 prs. Opening in New York at 11:30 a.m. with delivery Feb. 28, 1951, for the Marine Corps.

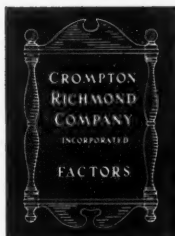
General Shoe Lines To Be Made In Canada

General Shoe Corp., Nashville, Tenn., has entered into a royalty contract with Continental Shoe Sales Corp., Ltd., of Quebec, Canada, for the manufacture and distribution of General's Jarman and Fortune men's shoes throughout Canada.

The first lines are already in process and salesmen will have them for public presentation about Nov. 1, according to J. P. Saunders, vice president and director of General Shoe Intercontinental Co., the company's foreign division.

Canadian materials and labor will go into the shoes which will be sold in price ranges comparable to those of the Jarman and Fortune lines in the U. S. Also included will be in-stock service, dealer aids, and a close tie-up with national advertising campaigns.

TWO OUT OF THREE



Cash, receivables, inventory — these are usually the essence of all-important quick assets. Yet two out of three are subject to shrinkage that can radically change the assets-liabilities ratio and the credit status of a business, as well.

Crompton Factoring Service sweetens the quick assets picture — by converting receivables quickly into cash. This flow of additional working capital sustains credit—maximum productivity—planned operation—a sounder inventory position.

Crompton financing experience — that of an organization founded in 1807 — demonstrates that the well financed supplier is less vulnerable. He turns over inventory faster. He keys production to demand. He does a better job of capital turnover.

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12 FIRMS BID ON 471,000 PAIRS BOOTS

*Awards May Be Split Among
Several Firms*

A total of 12 shoe manufacturers turned in bids late last week on QM-30-280-51-563, the Army order for 471,000 pairs of russet service combat boots. Total quantity of bids received amounted to 1,108,008 pairs.

Unexpected features of the bids was the fact that International Shoe Co. was the only manufacturer to bid on the entire quantity. Next largest offer—150,000 pairs—came from Brown Shoe Co. Following are bidders, quantities and prices:


Endicott Johnson Corp., Endicott, N. Y.
100,008 prs. at \$8.71 Net
General Shoe Corp., Nashville, Tenn.
60,000 prs. at \$8.49 Net
Cannon Shoe Co., Baltimore, Md.
24,000 prs. at \$8.20 Net
Allen-Squire Co., Spencer, Mass.
80,000 prs. at \$8.34 Net
Belleville Shoe Mfg. Co., Belleville, Ill.
20,000 prs. at \$8.654—
1/10 of 1% 20 days
J. F. McElwain Co., Nashua, N. H.
48,000 prs. at \$7.85-\$8.35 Net
International Shoe Co., St. Louis, Mo.
471,000 prs. at \$8.06-\$8.51 Net
Albert H. Weinbrenner Co., Milwaukee, Wisconsin.
75,000 prs. at \$8.75 Net
N. M. Connell Shoe Co., Inc., So. Braintree, Mass.
20,000 prs. at \$9.97—.005% 20 days
Brown Shoe Co., Inc., St. Louis, Mo.
150,000 prs. at \$8.16 Net
Hubbard Shoe Co., Inc., Rochester, N. H.
25,000 prs. at \$8.31 Net
Joseph M. Herman Shoe Co., Millis, Mass.
35,000 prs. at \$9.28 Net

LATEST ARMY AWARDS

The New York Quartermaster Procurement Office has awarded contracts on QM-30-280-51-223 covering 1,150,000 pairs of rubber composition half tap soles and 27,000 pairs of full rubber soles to O'Sullivan Rubber Co., Winchester, Va., and Gro-Cord Rubber Co., Lima, O., respectively.

The award to O'Sullivan was made on the basis of \$.33 per pair while Gro-Cord bid \$.1753-\$0.2460 per pair.

A. R. Hyde & Sons Co., Cambridge, Mass., was awarded contract on QM-30-280-51-360 covering 76,692 pairs of felt Arctic boots. Bid was \$17.98 per pair.

 Over 170 million yards of leather wetting valued at over six million dollars is the amount required to take care of annual manufacturing requirements.

CANADA ELECTS THREE INDUSTRY PRESIDENTS

At the First Annual Shoe and Leather Convention of Canada, held October 15-18 in Quebec, the tanners, shoe manufacturers and shoe retailers organizations elected their respective officers for the coming year.

Philip J. Duggan, president and manager of Donnell & Mudge, Ltd., was elected President of the Tanners Association of Canada. Duggan will complete the two-year term of retiring president Reinhold Lang, of Lang Tanning Co., Ltd., Kitchener, who has been forced to leave his office because of ill health.

New president of the Shoe Manufacturers Association of Canada is Homer Dufresne, of Dufresne Industries; first vice-president is H. Gibaut, president of John Richie Co., Quebec; second vice-president is Robert M. Scroggins of Scroggins Shoe Co., Ltd., Ontario.

New president of the Canadian Shoe Retailers Association is Louis DesLauriers, president of the firm of Giroux & DesLauriers, Ltd., Montreal.

At the Joint Convention it was voted by unanimous decision of the three Canadian associations to hold a sample shoe show in October, 1951, in Montreal.

Weir Stewart Elected Head Of Shoe Association

Weir Stewart, president of Marshall, Meadows & Stewart, Inc., Auburn, N. Y., was elected president of the National Shoe Manufacturers' Association at a meeting of the board of directors held Oct. 31 in Chicago.

W. W. Stephenson of New York was re-elected executive vice president with the following designated as vice presidents: Maxey Jarman, General Shoe Corp., Nashville, Tenn.; A. W. Cadwell, Freeman Shoe Corp., Beloit, Wis.; J. L. Moran, Moran Shoe Co., Carlyle, Ill.; W. J. Reardon, Daniel Green Co., Dolgeville, N. Y.; and Joseph S. Stern, U. S. Shoe Corp., Cincinnati, O.

Other officers appointed include L. V. Hershey, Hagerstown Shoe Co., Hagerstown, Md., treasurer; Harold R. Quimby, secretary; and the fol-



Just elected to head the shoe retailers, shoe manufacturers and tanners organizations of Canada, left to right: Louis DesLauriers, president of the Canadian Shoe Retailers Association; Homer Dufresne, president of the Shoe Manufacturers Association of Canada; and Philip Duggan, president of the Tanners Association of Canada.

(Photo Courtesy of Leather Life)

lowing honorary vice presidents: J. Franklin McElwain, J. F. McElwain Co., Boston; Henry W. Cook, A. E. Nettleton Co., Syracuse, N. Y.; Harold C. Keith, Geo. E. Keith Co., Brockton, Mass.; Roger A. Selby, Selby Shoe Co., Portsmouth, O.; L. V. Hershey; Guy E. Manley, E. P. Reed & Co., Rochester, N. Y.; Lawrence B. Sheppard, Hanover Shoe, Inc., Hanover, Pa.

Directors are: Leo Goodkind, Lucille Footwear Co., Williamsport, Pa.; W. W. Kiss, Pied Piper Shoe Co., Wausau, Wis.; S. L. Slosberg, Green Shoe Manufacturing Co., Boston, Mass.; James E. Wall, Wall-Streeter Shoe Co., North Adams, Mass.; Harold Florsheim, Florsheim Shoe Co., Chicago; Alfred F. Donovan, E. T. Wright & Co., Rockland, Mass.; A. J. Brauer, Jr., Brauer Bros. Shoe Co., St. Louis, Mo.; Clyde Gerberich, Gerberich-Payne Shoe Co., Mount Joy, Pa.; T. R. Simons, Weyenberg Shoe Mfg. Co., Milwaukee, Wis.; Jerry Kushins, Kushins, Inc., Santa Rosa, Cal.; Saul L. Katz, Hubbard Shoe Co., Inc., Rochester, N. H.

WEISS HEADS TRAVELERS

Samuel S. Weiss was re-elected president of the National Shoe Travelers' Association, Inc., at the group's 40th annual convention held Oct. 26-27 in Chicago. Other officers re-elected to serve for the coming year are Keith E. Pickerell, vice president; and Norman E. Souther, secretary-treasurer.

Members of the Association outlined a widened program during the coming year for support of shoe salesmen's activities and protection of their interests. Featured speaker at the two-day meeting was W. W. Stephenson, executive vice president of the National Shoe Manufacturers Association, who spoke on "The Place of the Shoe Traveler in 1951." Other speakers were I. J. Harris, former president, National Association of Women's and Children's Apparel Salesmen; Marshall Mantler, managing director of the National Bureau of Salesmen's Associations; and Earl Susman, Association attorney.

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MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

CAUTION KEYNOTES

(Continued from Page 46)

stantial price resistance, there will be a substantial shift in buying policies. Some retailers will move into lower-priced lines, banking maintenance of sales or units on a hold-the-price-line-policy. Others will move into higher prices on the theory that quality cannot be sacrificed, and that their business has been built on consumer expectance of a specified quality. Who will do what—that's the guess at the moment. Within the next four to six weeks, when actual orders come in on a large scale, the answer will be furnished. It's simply too early to determine at this moment.

It is expected that men's footwear will be the least effected saleswise by the price boosts. Not that there won't be some consumer reaction, but, as one men's producer reasoned, "Men seem to understand the causes behind price increases. They are in business and can better appreciate the inevitable forces that push up prices. They are more sympathetic to our problems because they relate them to their own businesses in the price turmoil of today. That should add up to less resistance."

Perhaps most concerned are the juvenile shoe producers. Retailers of children's shoes deal with mothers who are super-sensitive to prices in all markets today. Even minimum boosts of 50 cents will be noticed—and increases of \$1 or better will pose a serious sales problem. It is here where a strong shift to lower-priced lines could come to pass. Because smaller children particularly outgrow rather than outwear their shoes, mothers could well reason that the quality factor could be by-passed if prices moved upward. However, brand name producers were not wholly in accord with this, claiming that because of the vital health factor involved in children's footwear, many if not most mothers would not jeopardize health with lowered footwear quality.

Most uncertain was the women's field, particularly the popular priced ranges. Staple types and high-grade lines are not expected to feel any serious effects. But in the lower-priced style lines there could be a major shift in consumer buying. Consistent consumer buyers of \$5 shoes, for example, might strongly resist moving into \$6 lines—particularly when all other products were also

higher in price. In short, despite higher wages the distribution of purchases over many essential items could quickly dissipate the higher wages. Consumers could just as well "cut down" on prices paid for footwear as well as for other items.

Whither Staples?

Another possible shift adding to the concern of retailers and manufacturers alike is in styles. For example, fewer staples and more casuals; fewer welts and cements to more Californias. Because of the general difference in quality factors between staples and casuals, the price increases have been substantially greater in staples than in casuals. Staples, for instance, are far less subject to the use of less expensive materials such as fabrics; and moreover, they require more materials, better products and more skilled workmanship. They are simply costlier to make. Because of the very positive price advantage inherent in casuals, there could be a strong movement in that direction at the expense of staples. There was appreciable indication of this at the Fair.

Prices vs. Sales

Will rising prices hurt sales? Retailers think they would; that is, dollar volume would hold but unit sales would dip. Manufacturers think otherwise—that unit sales would hold but dollar volume would be higher. They pointed out that though there have been price increases in the post-war years, total shoe sales and shoe consumption have held closely to the anticipated and traditional annual per capita pattern. They also pointed to the sharp difference in average shoe prices prewar and early postwar, when the OPA lid went off. It took some time for manufacturers, retailers and consumers alike to realize that a whole new cost-price-wage plateau had set in, as always following a war. We gradually adjusted to it then. We will do so again now. So was the reasoning.

The matter of controls was also a significant sales factor. A surprising number of retailers felt that some action of price controls was forthcoming after the Nov. elections. Most were uncertain as to what kind of controls, but felt that there would be some effect on footwear—particularly because the controls could well hit such basic commodities as hides and skins, hence leather, followed by footwear. A few—very few—talked of price rollbacks. This appeared to be more optimism than reality. How-

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Sturdy in construction, simple in operation, the LIGHTNING BUFFING AND SHAVING MACHINE will give years of troublefree operation. In many tanneries the machine is operated by girls. Its tip-of-the-toe control makes it an outstanding time and labor saver.

Developed by the Curtin-Hebert Co., pioneer manufacturer of buffing machines, the new buffer with its oscillating sandpaper-covered cylinder is producing finer leathers at less cost. It can do the same for you. Here are some of the features of the LIGHTNING.

Specially designed anti-friction bearings allow oscillating the cylinder through the cylinder bearings without handicapping accuracy or life expectancy.

This machine can be equipped with either cylinder brush pick-off and conveyor rods returning the material to the operator or oscillating compressed air pipe and conveyor belt, discharging material to the front or rear of the machine, as you choose.

Guards completely cover all belts.

One permanent exhaust duct (does not have to be slipped on and off by operator) exhausts dust from both the hood and the pan.

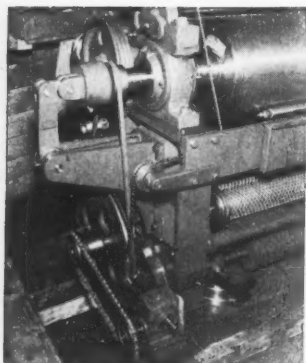
Micrometer adjustment of the rubber roll for accuracy and duplication.

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Complete set of accessories.



Close-up showing oscillating mechanism. Also wire feeder belt making it possible to return skin front or rear, as you choose. The belt feature is used in conjunction with the compressed air pick-off which helps cool cylinder and keeps paper clean.

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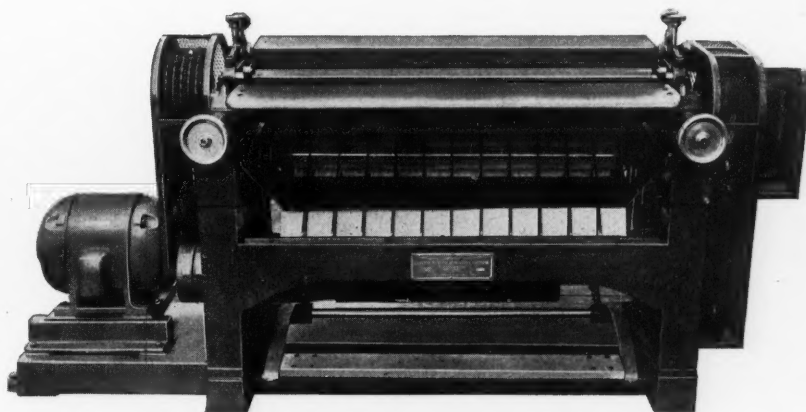
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HEBERT CO., Inc.

holders of wide face buffing machines

GLOVERSVILLE, NEW YORK

ever, there does seem to be enough thinking about the price control factor to cause some cautious hedging by retailers. Enough, that is, to cause a delaying action on their decisions of what and when to buy.

Looking at the Shoe Fair panoramically, there was no pessimism. Both manufacturers and retailers foresee good business ahead, a

healthy 1951. People will wear and buy as many shoes per capita as in 1950.

The significant factor emanating from the Show was the mental adjustment to a new price plateau, and the consequent concern of "how the consumer is going to take it." Also, because of this current buying indecision, the possibility of important

shifts in types of footwear to be bought and sold—types of construction, materials, styles, price lines, etc. Within the next two-three months, retailer decisions will be determined enough to establish their pattern of action. And within the next six-seven months the consumer reaction will also be well established. From there on the sailing will be smoother, with more self-confidence. Until then, the crop of gray hair can be expected to be higher than the seasonal average.

NAME MILLER OFFICERS

Martin M. Stollmack, general manager of Carlisle Shoe Co., division of I. Miller & Sons, Inc., Long Island City women's high grade shoe manufacturer, has been appointed executive vice president and managing director in charge of all Miller operations.

Announcement of new officers was made following a meeting of the company's board of directors last week.

Maurice Miller was named president to succeed George Miller, who died Oct. 4. Other officers appointed were Michael A. Miller, chairman of the board; Irving E. Grossman, vice president; Irving Miller, treasurer; and Herman Bearman, secretary.

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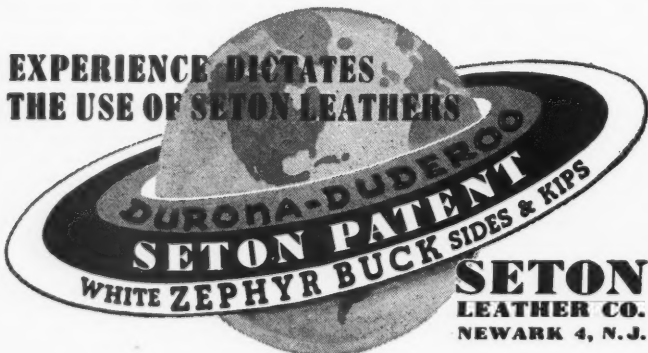
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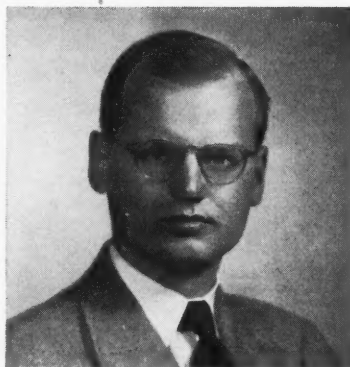
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WEDGIES

Heads Chicago Group



New president of the Chicago Hide & Leather Assn. is Edward R. May, secretary of the group for four years. May is secretary of the Geo. H. Elliott & Co. and succeeds James C. Graham as head of the Chicago hide group. May was seated as president at the Association's annual stag banquet held Oct. 26 at the Edgewater Beach Hotel, Chicago, where some 350 members enjoyed a fine dinner and outstanding entertainment.

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(Russet and colors)

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Natural Tooling Strap Sides
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Double Waistbelt Shoulders
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Steer Harness Leather Sides
(Russet and black)

Stag Harness Leather Backs
(Russet and black)

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LEATHER MARKETS HOLD FIRM AS TANNERS LOOK FOR INCREASED SALES

Sales Activity Limited In Tight Market But Prospects Are Good

More interest in sole leathers. Kid slows down. Sheep does fair business. Sides moderate.

Sole Leather Pick Up

Boston sole leather tanners report more interest, moderate sales this week. A good deal of leather is going to Midwest shoe manufacturers. Eastern manufacturers also show more activity. Finished leather supply is limited and tanners are reported active on rawstock market; some filling LIFO inventory, others need replacement stock. Prices remain about the same. Some 9-10 iron bends move up to 68c, 8-9 irons bring up to 72c, below this up to 80c.

Light Bends: 78-80c
Medium Bends: 68-72c
Heavy Bends: 58-63c

Sole leather tanners of Philadelphia report repair leathers still inactive. The recent scare caused a lot of stocking up of this type of leather and also some stocking up of shoes which are not yet in need of repair. This business is expected to remain dull until the piled up material is used. Factory leathers doing better. Military buying of shoes has helped considerably. No price changes reported in factory bends. Heads and bellies still in great demand with no price changes.

Sole Offal Firm

Sole leather offal tanners and dealers on Boston market find more activity than recently despite firm to strong prices. Shoe manufacturers show more interest. This plus prospect of increased military procurement helps keep prices at top levels. Cow bellies bring around 50c; some tanners ask 50c for steers but sales are reported at 48-49c. Single shoulders with heads on move at 67-70c for lights, 54-60c for heavies. Double roughs unchanged; waist belt stock still brings up to 80c. Heads fairly active at 30-33c. Fore shanks bring up to 40c; hind shanks up to 44c.

Bellies: Steers: 47-49c; Cows: 48-50c
Single shoulders, heads on:
Light, 64-70c, Heavy, 54-60c
Double rough shoulders: 72-80c
Heads: 30-33c
Fore Shanks: 38-40c
Hind Shanks: 40-44c

Calf Leathers Moderate

Boston calf leather tanners report sales moderate, prices generally unchanged. Despite continued inactivity on calfskin market, firm rawstock prices give tanners little leeway on leather prices. Spring buying has begun but tanners are uncertain of how much volume to expect. Most calf tanners are fairly busy on old orders, find new orders not too much in evi-

Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.30	1.10-1.30	90-1.06	95-1.15
CALF (Women's)	1.00-1.25	1.00-1.25	85-1.05	90-1.10
CALF SUEDE	1.20-1.35	1.20-1.35	1.10-1.20	1.05-1.30
KID (Black Glazed)	80-1.17; 1.25	80-1.17	70-1.00	70-1.00
KID SUEDE	80-93	80-93	70-90	70-90
PATENT (Extreme)	56-74	56-71	48-56	56-66
SHEEP (Russet Linings)	19-28	19-28	18-22	19-23
KIPS (Corrected Reg. Finish)	64-73	64-71	57-61	57-61
EXTREMES (Corrected Reg. Finish)	54-62	54-62	45-53	48-53
WORK ELK (Corrected)	57-62	55-60	44-50	52-56
SOLE (Light Bends)	78-82	78-83	64-66	68-72
BELLIES	47-50	47-52	43-45	44-48
SHOULDERS (Dble. Rgh.)	72-80	72-80	60-67	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-26	20-26	20-23	22-24
SPLITS (Gussets)	17-22	17-22	17-20	19-20
WELTING (1/2 x 1/4)	11	11	9	9 1/2-10
LIGHT NATIVE COWS	35-36	33-34	24-27 1/2	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

dence. Women's smooth calf still bringing \$1.20 and down; men's at \$1.25 and down. Suede moderate with sales made at \$1.35 and down.

Men's weights: B \$1.10-1.25; C \$1.04-1.20; D .94-1.14; X .89-1.04; XX 85c

Women's weights: \$1.05 to 1.20; C 97c-1.07; D 90c-1.02; X 80c-96c; XX 65c-78c

Suede: \$1.25-1.35N; 1.20-1.25N; 1.10-1.15N

Sheep Keeps Moving

Boston sheep leather market reports fairly constant business at firm prices. Story unchanged from recent weeks with russet linings fair to good at 28c and down. Boot linings around 25c; better grade shoe linings at 21-22c. Colored vegetable linings do some business at 28c and down. Other selections not too active.

Russet linings: 28, 26, 24, 22, 20, 18, 16, 15c

Colored vegetable linings: 28, 26, 24, 21, 19, 17, 15c

Hat sweat: 29, 27, 25, 23c

Chrome linings: 34, 32, 30, 28, 26c

Garment grains: 27, 25, 23, 21c

Garment suede: 28, 26, 24, 22c

Side Leathers Fair

Some pickup in sales reported in Boston side leather market this week. New orders still limited but tanners are busy filling old ones, hold firm to quotations for any new buying. Some tanners have been active on hide market with anticipatory buying, both for Spring orders and expected military buying. Others buying to meet LIFO requirements. Heavy aniline extremes bring moderate sales and as regular finish corrected kips and extremes. Work elk fair.

Heavy Aniline Extremes: B 64-67; C 63-64; D 56-59c

Other Finishes

Corrected Kips: B 65-73; C 63-71; D 61-69; X 55-62c

Corrected Extremes: 54-62; 52-58; 50-56; 47-53c

Corrected Large: 53-58; 51-55; 49-53; 46-50c

Work Elk: 57-62; 53-58; 49-54c

Splits Unchanged

No change, either in prices or sales, reported by Boston splits tanners. This means that sales continue moderate at fairly firm prices. Strong hide market of past two weeks keeps leather prices at recent levels despite some resistance by buyers. Suede a good item; finished linings and gus-

sets do some business at recent levels. Retan sole not too active.

Light suede: 36-41; 34-39; 32-36c

Heavy suede: 43-47; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 19-21; 20-23; 22-26c

Gussets: 17-22c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb.

Kid Leather Stronger

Philadelphia kid leather tanners reported that business has definitely picked up with largest volume of orders received for black glazed. Black suede finding some market. No market for colors as yet, excepting for blues and browns that have been selling for the past few weeks. Prices unchanged in both suede and glazed. Slipper leather still good. The heavy buying done by slipper manufacturers has tapered off but a satisfactory num-

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**BLACK GLAZED KID
KID LININGS**

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CHICAGO • BOSTON • NEW YORK

ber of fill-in orders. Cowboy boot men buying slipper leather. However, side leathers have cut into the kid as far as cowboy boots go. Tanners feel this no problem as kid is really more satisfactory and other leathers sell when not too much colored kid available in the proper weights. Prices unchanged. Nothing new reported about linings and no new price quotations. Nothing reported in crushed. Satin mats seem really dead; even those who do a good active business in this type of leather find no demand. There is some hope that it will pick up. The rawskin situation continues unsatisfactory as far as tanners are concerned. Prices of skins are high and grades of skins are not the best. These are apparently still going to Europe. Many tanners still feel it is ECA funds that enable the European competitors to outbid American tanners no matter how prices skyrocket.

Current Average Prices

Suede: 35c-95c
Glazed: 32c-1.10; 1.25
Linings: 26c-60c
Slipper: 35c-75c
Crushed: 35c-75c
Satin Mats: 50c-1.20

Belting Leathers Slower

Belting leather tanners of Philadelphia report business has eased off slightly but this is entirely satisfactory. It has fallen back to a "more normal pace," and tanners aren't "hit from all sides." The previous pace would be impossible to maintain because of the limited quantity of leathers. Prices are absolutely firm. Quality of hides poor, prices too high; no inclination on part of packers to make real adjustments. Shoulders in great demand. Curriers find business in line with rest of industry. Business active and prices firm in curried belting. Curried shoulders in great demand for waist belting and strapping. Prices show some variation but on the whole are about 30% higher than last year.

AVERAGE BELTING PRICES

Butt Bends:			
No. 2 ex. heavy	.....	1.05-1.09	
No. 2 ex. light	.....	1.15	
No. 3 ex. heavy	.....	1.01-1.05	
No. 3 ex. light	.....	1.11-1.12	

AVERAGE CURRIED BELTING PRICES:

Curried Belting	Best Selec.	2nd	3rd
Butt bends	1.36-1.50	1.32-1.43 1.26-1.30
Centers 12"	1.60-1.85	1.55-1.78 1.30-1.34
Centers 24"-28"	1.61-1.82	1.55-1.75 1.30-1.41
Centers 30"	1.57-1.76	1.50-1.70 1.30-1.39
Wide sides	1.27-1.42	1.24-1.37 1.16-1.29
Narrow sides	1.21-1.23	1.17-1.20 1.10-1.13
Premiums to be added: ex. heavy 8c-10c; light 5c; ex. light 12c-15c.			

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**LEATHER AND SHOES'
WANT ADS**

Welting Slow

Most welting shipments being made against old orders. New business still small. Interest, however, grows as shoe sales in men's field hold up well. Regular Goodyear welting of $\frac{1}{2} \times \frac{1}{8}$ inches quoted at 11c. Buyers want to pay less, sellers usually say it can't be done, leather replacement costs being what they are. Specialty welting faces another great season. Most welt lines displayed at Chicago carried considerable specialty welting and sales were good. Synthetic welting enjoys good call from stitchdown and cheaper welt field. Plastic welting continues to get good white business, finds regular colors of more interest.

Glove Leathers Quiet

Glove leather business quietest it has been in years. Glove business limping along on past orders with no new business coming in. All in all, the picture is gloomy and the prospects for Spring are not too rosy.

Fair demand for semi-dress gloves at a price but the price is below today's cost. Glove manufacturers scour the market for domestics at 25c or lower. Domestic grains quoted at 37c, 34c, 31c and 28c. Pigtex grades quoted at 28c, 25c and 22c. No sales made at these prices. Pickle skins high and there is no prospect of a break in leather prices.

Pigskin merchants have the same complaint. In spite of the rise in raw skin prices, glove manufacturers refuse to pay more for the leather than they did last Spring.

Bag, Case and Strap Up

The sharply higher raw material market induced tanners to adjust bag, case and strap leather prices upward from 2 to 4c, depending upon the selection.

Midwest tanners report fairly active market, seasonably slow. The newly established levels quoted as follows:

2½ ounce case: 55, 52, 49c
3 ounce case: 58, 55, 52c
4 ounce strap: 69, 66, 63c
5 ounce strap: 73, 70, 67c
6 ounce strap: 77, 74, 71c

Garment Leathers Dull

Demand for garment leathers flatly described as "very poor." About the only thing holding up the current leather price situation is the raw material markets, which have been holding firm for quite some time, especially for both the suede garment and grain garment leathers.

In the horsehide leather, raw material market has again turned to the

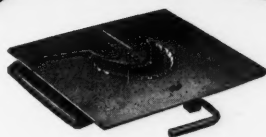
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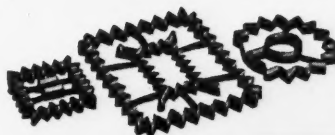
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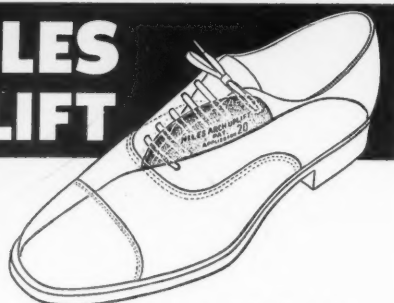
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SPLITS**

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soft side, but still no revisions are noted in horsehide leather prices.

Suede garment leather, 32, 30, 28c
Grain garment leather, 31, 29, 26c
Horsehide leather (average), 36-38c
Better horsehides grades, 40, 42c

Work Glove Leathers Steady

Market on glove splits, LM weights, for the work glove manufacturers steady to perhaps slightly stronger. Some tanners report market at 22, 21, and 20c for No. 1, 2 and 3 grades, although they represent very good quality. Generally, the market quoted at the 21, 20 and 19c range in most cases. Demand for work glove splits quite satisfactory, little quibbling over price.

Horse Shanks (40-45 avg. ft. per doz.) 28-30c per sq. ft.
Horse Shanks (50-55 avg. ft. per doz.) 29-31c per sq. ft.
Cow Bellies (40-45 avg. ft. per doz.) 28-30c per sq. ft.
Cow Bellies (50-55 avg. ft. per doz.) 30-32c per sq. ft.
Shoulder Splits (No. 1, 2, 3) (Per Pound) 60, 50, 40c
Glove Splits (L-M) (No. 1, 2, 3)

Tanning Materials Advance

Raw Tanning Materials advanced this week. Sumac offered at \$93.00 and very scarce. Myrobalans also up, an average of \$2.00 per ton, and South American Mangrove Bark advanced. Wattle Bark in short supply. Tanning Extracts unchanged. Tanning Oils quotations unchanged and market continues in firm position.

Raw Tanning Materials

Divi-Divi, shipment, bags	.....	*
Wattle bark, ton	.....
..... "Fair Average"	\$71.00-\$72.00	
..... "Merchantable"	\$69.00-\$70.00	
Sumac, 28% leaf	.....	\$93.00
Myrobalans, J. 1s.	.....	\$48.50-\$49.50
(Crushed \$75.00) J. 2s.	.....	\$40.00
B. 1s.	.....	\$49.00-\$50.00
Valonia Cups, 30-32% guaranteed	.....	\$62.00
Valonia Beards	.....	\$78.50-\$82.50
Mangrove Bark, So. Am.	.....	\$56.00-\$58.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	.....	3.45
Tank cars	.....	4.13
Barrels c.l.	.....	4.65
Barrels, l.c.l.	.....
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	.....
Bags, c.l.	.....	9.38
Bags, l.c.l.	.....	9.78
Cutch, solid Borneo, 55% tannin, plus duty	.....	.06%
Gambier Extract, 25% tannin, bbls.	.....	.09 1/2 .12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.....	.0525 .05%
Bbls., c.l.	.....
Oak bark extract, 25% tannin, lb.	.....
bbls. 6 1/2-6%, tks.	.....	.08%
Quebracho extract	.....
Solid, ord., basis 63% tannin, c.l.	.....	8-5/16
plus duty	.....	.09
Solid, clar., basis 64% tannin, c.l.	.....	.08
Liquid, basis 35% tannin, bbls.	.....	.16 1/2
Ground extract	.....	.078
Wattle bark, extract, solid (plus duty)	.....	.05 1/2
Powdered super spruce, bags, c.l.	.....	.01%
.05 1/2; l.c.l.	.....	.09 1/2
Spruce extract, tks., f.o.b. wks.	.....
Powdered valonia extract, 63% tannin	.....

Tanners' Oils

Cod oil, Nfd., drums	1.05
Castor oil No. 1 C.P. drs. l.c.l.	.26
Sulphonated castor oil, 75%	.23
Cod, sulphonated, pure 25% moisture	.13
Cod, sulphonated, 25% added mineral	.12
Cod, sulphonated, 50% added mineral	.11
Linseed oil tks., c.l. zone 1	.152
drums, l.c.l.	.174
Neatsfoot, 20° C.T.	.36
Neatsfoot, 30° C.T.	.34
Neatsfoot, 40° C.T.	.27
Neatsfoot, prime, drums, C.L.	.22½
L.C.L.	.23½
Neatsfoot, sulphonated, 75%	.20
Olive, denatured, drs. gal.	2.75
Waterless Moellon	.14
Artificial Moellon, 25% moisture	.13
Chamois Moellon	.11½-.12
Common Degras	.10-.12
Neutral Degras	.22-.23
Sulphonated Tallow, 75%	.14-.14½
Sulphonated tallow, 50%	.10-10½
Sponging compound	.12½
Split oil	.11-.12
Sulphonated sperm, 25% water	.19
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.13½
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.14
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.13
Quotations withdrawn	

• **Joseph Settino**, formerly associated with J. Ansin & Co., Inc., has announced the formation of **Joseph Settino & Co., Inc.** at 145 South St., Boston. The new firm will engage in the converting and sales of fabrics for the shoe industry as well as specialty fabrics of unusual designs and textures. Officers are Joseph Settino, president; and Hy Yanco, secretary-treasurer.

FLORSHEIM UPS WAGES

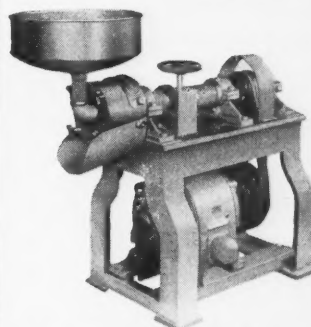
Close to 3000 shoe workers employed at five Florsheim Shoe Co. plants in Chicago were given an eight cents per-hour wage increase in a new labor contract agreed upon this week by officials of the company and United Shoe Workers of America, CIO. The wage increase which also contains one to two cents per hour adjustments on job classifications is effective Nov. 1.

The Florsheim factories were shut down on Wednesday, Nov. 1, while workers attended a mass meeting where they ratified the new contract. Additional vacation benefits were also included.

Union officials stated they expected the new Florsheim agreement to set a 10-cent increase pattern in contract negotiations with 20 additional shoe factories in the Chicago district.

• **International Shoe Machine Corp.** has appointed **Joseph Robles** to the sales-service staff of its Boston area office. Robles has had 10 years of lasting room procedure, having most recently served as lasting room foreman with Squaw Mountain Moccasin Co. Previously, he occupied a similar position with Massasoit Shoe Company.

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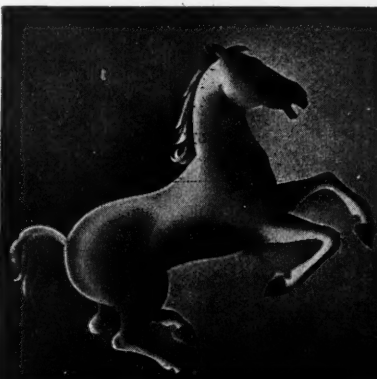
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PACKER HIDES UP AGAIN AS TANNERS CONTINUE BUYING ACTIVITY

Further Advances Of 1/2-1c Made As Military Orders Stimulate Trading

Trading at a somewhat slower pace during past week. Packers' offerings rather limited as they have been selling ahead into the kill. Being well sold up on most descriptions, they have not been too anxious to sell. Furthermore, the kill has been somewhat disappointing.

At the same time, demand is not quite as broad as formerly. Interest for certain selections early this week came principally from upper leather tanners and specialty outlets. These buyers paid higher prices for light hides such as light native cows, light native steers, ex. light native steers, as well as heavy native cows and heavy native steers.

Sole leather tanners slow to reach for supplies, accounting for the difficulty in getting trading started in the heavy branded steer selections. Because sole leather business is not very active and tanners find it hard to obtain prices in line with replacement costs, it is not surprising that some butt branded and Colorado steers sold in New York market at steady prices.

Regarding deliveries of hides and skins in coming weeks, some delays may be encountered as it is possible the LIFO inventory system will enter into the picture for some packers. This week, one big packer indicated that

current offerings may be on a deferred shipping basis until after next January 1st.

Packer Hides Advance

Midwestern big packers this week sold approximately 90,000 spot hides at advance of 1/2 to 1c per pound over last week. Light native cows at all points advanced the full cent, along with some production points of native bulls. All other selections advanced the half cent.

Trading developed early in week, about 35,000 hides, principally in light average weight selections, at 1/2c advances.

Trading the first day totaled about 35,000 hides at 1/2c advances. About 12,100 heavy native steers sold at 31c for Chicago and Riverpoint production. A small quantity of 1,000 light native steers sold at 34 3/4c and 1,000 ex. lights at 38c, all up 1/2c. About 8,000 light cows involved in early trading establishing range of 34 1/2 to 35 1/2c, depending upon production point. Oklahoma-Ft. Worth light cows sold at 40c fob, a full cent advance.

Other early trading included 7,500 heavy native cows at 32c for all points other than light grubbing points. Branded cows made the 1/2c advance

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	31 -34 1/4	30 1/2-34	32 -33 1/4	24 -25
Ex. light native steers	38	37 1/2N	36 1/2	29 1/2
Light native cows	35 -36	34 -35	33 -34	25 -27 1/2
Heavy native cows	32 -32 1/2	31 1/2-32	33 -33 1/2N	24 -24 1/2
Native bulls	22	21 -21 1/2	22N	17 1/4-18
Heavy Texas steers	29	28 1/2	28 1/2	22
Light Texas steers	32N	31 1/2	30 1/2	23
Ex. light Texas steers	35N	34 1/2	33 1/2N	26 1/2
Butt branded steers	29	28 1/2	28 1/2	22
Colorado steers	28 1/2	28	28	21 1/2
Branded cows	32 -32 1/2	31 1/2-32	30 1/2-31	24
Branded bulls	21	20 -20 1/2	21N	16 1/4-17
Packer calfskins	74 -80	75 -80	75 -80	55 -65
Chicago city calfskins	58 -60	58 -60	58 -60N	40
Packer kipskins	55 -60	60	62 1/2-63	47 1/2N

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET					
	Close Nov. 2	Close Oct. 26	High For Week	Low For Week	Net Change
December	28.90B	28.25T	29.10	28.45	+65
March	28.05T	27.10T	28.29	27.35	+95
June	27.60B	27.00T	27.90	27.20	+60
September	—	—	—	—	—

Total Sales: 190 lots

early with about 2,600 selling at 32c for Northerns and 32½c for Southwesterns. Native bulls advanced ½ to 1c depending upon the production point.

Later trading, involving another 50,000 hides, brought new advances of ½c on light cows at all points, other than the Ft. Worth-Oklahoma light cows, newly establishing the range at 35 to 36c, Chicago basis, according to point take-off. Branded steers included in second day's trading, with about 27,500 selling at ½c up. Butts and heavy Texas steers sold at 29c, and Colorados at 28½c. Other business included follow-up sales in line with the ½c advance made the previous day. Both sole and upper leather tanners exceedingly active, stimulated primarily by placement of additional orders from Government for more military shoes and other leather items.

Calfskins Quiet

A quiet week for calfskins. Big packers not entertaining ideas of activity, didn't offer much in way of calfskins. The outside markets, finding big packers very quiet, likewise inactive. The packer situation figured on basis of 80c for Northern lights, 75c for Northern heavies, Rivers 77½c and 71½c respectively. Should be something offered shortly, and with the strength indicated in some markets, calfskins might be tagged with stiffer prices.

New York trimmed packer calfskins quotable at \$4.50 for 3/4's, \$5.25 for 4/5's, \$6.25 for 5/7's, \$7.15 for 7/9's, and \$7.35 for 9/12's. New York collector skins figured at \$3.70, \$4.50, \$5.50, \$6.50 and \$8.50 respectively for similar selections. Big packer regular slunks quoted at \$3.70.

Kipskins Strong

Kipskins took the spotlight this week, about 23,000 kip and overweights from the usual Northern and River points selling at 60c and 55c respectively, with Southwesterns 2½c less. Three sellers active, one selling about 12,000 alone. This put kip market in a very steady position. Most skins were October salting.

Outside, conditions were just about the same. Small packers were asking 50c for good kip, getting bids of 45c. Country kip was quoted 36 to 38c, according to quality.

New York trimmed packer kip quotable at \$10.75 for 12 to 17's and \$12 for 17's and up, collectors \$9.50 and \$10.00 respectively.

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Small Packer Hides Firm

Although the small packer market has shown an increase in the general level, the market has not followed the big packers to the fullest degree. Tanners buying in this market reluctant to pay full price asked, sellers have little opportunity to get beyond 32½¢ for the average run of 48/50 lb. average allweight native steers and cows. However, this is figured to be the level, perhaps 32 to 32½¢ selected representing a good range, with sellers asking about 33¢ and better, selected basis, for Midwestern production hides of this average. Interest in the market largely for lighter averages, but offerings tending much toward the heavier side. Sellers offering 46/47 lb. averages at 34¢ selected, some to 34½¢ selected, but best bids are 33½¢ selected for good quality lots. Most weight ranges not clearly defined, volume of business in the markets very small. Tanners bidding very cautiously, where bidding. Some sales of 55 lb. average allweights recorded at 31¢ selected, good quality hides, FOB. The market mixed with tanners stubborn, but eventually required to pay price.

Country Hides Spotty

Some sales of country hides this week, but volume continues restricted. Traders calling the buying market 27 to 27½¢ flat for trimmed 48/50 lb. average countries from Midwestern points, with the top price paid in some instances. Offering levels about ½ to 1¢ higher, some sellers holding out for higher money. Some half slaughter, half renderer hides offered at 27½¢ flat trimmed, but tanners will not bid within that figure. Ideas are about ¾ to 1¢ less. Renderer hides not attractive.

Various prices quoted in this market, a wide gap between buyers and sellers ideas. In spite of advancing levels of big packer hides and general trend to higher levels, tanners not inclined to go along.

Sheep Pelts Soft

Big packers sold top quality No. 1 shearlings 10¢ off at \$4.65, and Fall clips at \$5.15, also 10¢ lower. No. 2 and 3 shearlings nominally quoted at \$2.60 and \$2.00 respectively. Markets soft, with additional sales difficult to duplicate last sales prices. Weakness attributed to the better supply situation and unseasonably warm weather is holding back interest from mouton tanners.

Pickled skins quoted bid at \$17, with \$18 per dozen asked. Interior packers, during the October sales, sold

Western lamb pelts at \$5.50 to \$5.70, the latter price unconfirmed.

Horsehides Dull

Market dull and slow. Good quality trimmed 65-70 lb. average. Northern horsehides quoted by tanners at \$12 to \$12.50, in carload lots, FOB basis. Untrimmed lots about \$1.20 more. Sellers asking exceedingly higher prices.

Fronts slow moving at \$8 to \$8.50, with butts quoted \$4.00 to \$4.25, basis 22 inches and up.

Goatskins Quiet

Goatskins market continues quiet with price resistance by buyers one of main reasons. Demand is fair enough but buyers not too willing to pay quoted prices. Those skins that go into suede kid wanted, particularly Mochas.

Amritsars generally unchanged with 1200 lb. skins last sold at \$11.50 per dozen, c&f.; some spots at \$12.25. Coconadas 1.70/1.80 lbs. up to \$12.50 with last trading at \$12.00. In Mochas, Addis-abebbes sell from \$11.50-\$12.00 as to weight. Batis nominal at \$15.00-\$15.00. Capetown extra light goatskins now quoted at 62-63¢ per lb. c&f. Red Kanos goatskins last sold at \$1.29-\$1.31 per lb., basis the primes, c&f.

Dry Sheepskins Firm

Not much trading. Fulton County manufacturers receiving cancellations of glove orders at former levels, whereas in order to take new business, they would have to obtain advances based on higher raw stock markets at origin. Shippers at origin show no inclination to reduce prices.

Wool sheep markets continue firm. France operating steadily in various South American markets, paying considerably above ideas of pullers here. At Australian auctions, 33,000 skins offered at Sydney, the bare to one-inch advancing one to three pence, 58's and up two to four pence, lambs and hoggets advanced three to five pence and crossbreds advanced three to six pence, Australian currency. At Melbourne sale, pelts advanced one to two pence, spring lambs advanced one pence; all others firm.

Hair sheep markets firm but relatively few sales. Cape glovers quoted at 170-180 shillings, depending upon exchange for Cape Towns and 155 shillings for Port Elizabeths. Addis-abebe butcher skins held at \$12.50. Macha blackheads very strong. Brazil cabrettas in small supply; difficult to confirm any new sales.

Little change in shearling market. Some business in the mouton trade of South American shearlings, but trading has slowed up.

Reptiles Hold

Easiness developed during the week and some business resulted. Following the trading, shippers again firmed up and are unwilling to take on additional business at the lower levels. After sales of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, at 87-88¢, further orders were not accepted and agents feel that it would take 90¢ to execute additional contracts. Skins averaging 4¾ inches salable at 95¢ but held at 98¢.

Cobras selling at various prices, depending upon sizes and shippers with some reports that some 4 inches up, averaging 4½ inches, 70/30 selection, went at 58¢ but that bids of 63¢ refused for skins averaging 4¾ inches. Business possible at 66-67¢. No demand for vipers. Calcutta oval grain lizards, 40/40/20, 90/10, offered at 30-31¢ and no interest. No demand for Siam aers or chouyres but interest in Ring lizards, which are held above the ideas of buyers as Europe paying better prices.

Shoe Union Seeks 20c Hike In Massachusetts

United Shoe Workers of America, CIO, is demanding a wage increase of 20 cents per hour, a minimum hourly wage of \$1 and additional benefits for its 12,000 members employed in Massachusetts shoe factories.

In a meeting held Nov. 2, union officials headed by Angelo Georgian, district manager, defined wage and "fringe" benefits they are demanding from shoe manufacturers. Increases are being sought on a "voluntary" basis from manufacturers and would be retroactive to Oct. 15.

Union officials revealed that manufacturers have already rejected the new terms but that negotiations for a new 1951 contract have been scheduled to begin on Nov. 10. If the "voluntary" increase is granted, it will be applied to the 1951 contract.

Other benefits sought include a 2nd week's paid vacation after five years and a wide variety of social benefits including an increase in insurance coverage from \$250 to \$1000, an increase in hospital allowances from \$4 to \$9 per day, and an increase in weekly benefits from \$10 to \$25. A wage re-opening clause based on cost-of-living index changes as so sought.

NEWS QUICKS

About people and happenings coast to coast

Massachusetts

• **Lawrence Schiff Silk Mills**, New York manufacturer and distributor of narrow fabrics for the shoe trade, has appointed **Irving Zamchek** as New England sales representative. Zamchek's headquarters will be located at 9 Platt Rd., Brighton, Mass.

• At a meeting of creditors of **Squaw Mountain Moccasin Co., Inc.**, Boston moccasin manufacturer, it was decided to permit the company to finish 240 cases of shoes in process. The father of Clifton E. Helman, president of the corporation, has expressed his willingness to permit creditors to liquidate the business to their best interests.

• Twelve principal creditors of **Allen Squire Co.**, Spencer men's shoe manufacturer, have agreed to accept payments on an extension plan as follows: 30 percent cash, 20 percent additional payable Dec. 28, and the remaining 50 percent payable Aug. 31, 1951.

• **Mirelli Shoe Co.** has been opened at 266 Broad St., Lynn, to manufacture women's high grade novelty shoes to retail at \$12.95 and up. Officers are John A. Goldberg, president; Harold R. Goldberg, vice president; and Eli Fishman, secretary. Principals are also officers in Evangeline Shoe Corp. and Johnson's Shoes, Inc., Manchester, N. H., and Goldcrest Shoe Corp., Lynn. Sam Schoenberg will be sales representative.

• **Shawmut Embossing, Inc.** has been organized to manufacture sock linings in Haverhill. Principals are J. H. Albertson, H. Sherman and S. Cook.

• **Cook Leather Co., Inc.** has been organized to manufacture insoles and heel pads at 45 Wingate St., Haverhill.

• **Joel Glassman** has been elected treasurer of **Daytimer Shoe Co.**, Worcester, succeeding **John E. Gale**, who has sold his interest to Glassman and Meyer Saxe, both principals in Saxe-Glassman Shoe Corp.

• **Haymaker Shoe Corp.** has begun limited production at its new plant on Duncan St., Haverhill. The firm is owned and operated by Abraham and George Turiansky of New York City.

New York

• **Burk Brothers**, Philadelphia kid and side leather tanner, has appointed **Kaufman & Leib, Inc.**, 76 Gold St., New York, as its side and elk leather sales representative in the New York area. **J. J. Connor Leather Co.** will continue to handle the company's kid leather in the territory.

• Well-known New York shoe designers, **Charles and Mabel Julianelli**, have received a special award sponsored by Coty, Inc., "because of their sponsorship of the naked look in shoes." Presentation of the award was made at the American Fashion Critics' Award in New York.

• Next year's **National Luggage and Leather Goods Show** will be held at the Hotel New Yorker during the early part of Aug., although no definite date has been set as yet.

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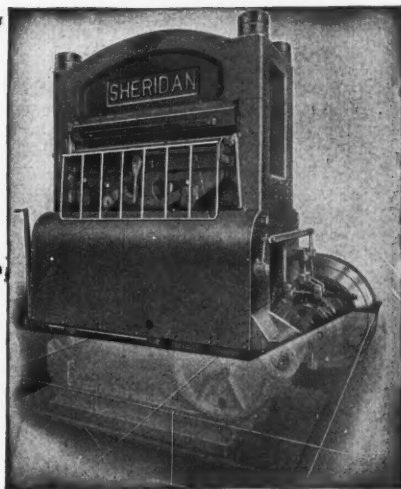
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• The National Shoe Institute is mailing shoe retailers a "Memo to Shoe Salesmen" which answers various questions uppermost in consumers' minds these days. Included is information on the supply of shoes, the possibility of shoe rationing, shoe prices today, and shoe quality.

• Despite a net loss of \$145,175 for the six months ended April 30, U. S. Leather Co. "might possibly wind up with something in the black" for the fiscal year ended Oct. 31, according to A. Burch Velsor, speaking at a special stockholders meeting recently. The company has various oil and gas holdings.

• A. Burch Velsor, executive vice president of U. S. Leather Co., New York, has accepted the chairmanship of the Leather Division of the 1950 Fund Appeal for the Travelers Aid Society for New York.

• Shoe designer Grace Powell has moved to Room 2617 of the Empire State Bldg., New York City.

• The industry's sons, nephews and young executives will be special guests of the Hide, Skin and Leather Division at its annual dinner for the Federation of Jewish Philanthropies of New York, Nov. 16 at the Harmonie Club. The plan to build new leadership was announced by George B. Bernheim, R. Neumann & Co., the division's honorary chairman for the Federation's current \$2 million campaign to maintain and extend services of 116 member hospitals and social service institutions in New York City.

• Anglo-American Hides Co., Inc., importer and broker of foreign hides and skins, has appointed the firm of Frank C. Klauder as sales representatives in Philadelphia, Wilmington and suburbs. The firm has offerings in practically all types of hides and skins from all parts of the world.

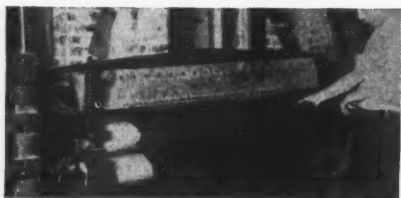
• Century Woven Label Co. has moved to more modern quarters at 1407 Broadway, New York City.

• At a referee's hearing last week, arrangements were made to dismiss bankruptcy receiver and allow Jaycee Footwear Corp., Hempstead, L. I., footwear manufacturer, to resume possession under the supervision of Louis Piever of Piever Backing Co., a member of the creditors' committee, it is reported.

• The New York Superintendents' and Foremen's Association has voted to hold its annual installation of new officers on Jan. 20, 1951, at the Hotel Granada, Brooklyn. The following were recently initiated as members: Theodore R. Hyman, Gotham Paper Co., New York City; Edward L. Kozicki, making room foreman, Leisure Shoe Corp., South River, N. J.; Walter Dzielack, fitting room foreman for the same firm; Jacob Philmus, All-Boro Belting and Supply Co., Long Island City; and Bill White, pattern executive, Desco Shoe Corp., Long Island City. New officers of the Association will be nominated at the Nov. 17 meeting.

• Bench Footwear, Inc., of 449 Troutman St., Brooklyn, has been renamed Premier Shoes, Inc.

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Unhairing rolls . . .
Shaving rolls . . .
Wringer rolls . . .
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- Creditors' committee of **Harmony Shoe Corp.**, Brooklyn footwear manufacturer, has agreed to an extension calling for payment of 10 percent Nov. 20 and the balance at the rate of eight percent every two months thereafter. Some \$8000 in new money will also be invested, it is reported. It is proposed that old obligations be subordinated.

- **Reichert Footwear, Inc.**, which discontinued manufacturing operations at 42 Greene St., New York City, several months ago, has purchased building at 1403 Bedford St., Brooklyn. Machinery is being moved in and operations are expected to begin by late Dec.

- The newly established New York City shoe firm of **Colonial Footwear Corp.** has named M. Ludmer as president. Ludmer was formerly associated with Atlas Footwear Corp., also of New York City.

Pennsylvania

- **Malis Leather Co.**, Philadelphia kid tanner, has appointed **Herbert L. Meehan** as Metropolitan New York sales representative. Meehan will handle the Malis line of Gloria kid and cabretta for the shoe and leather garment industry.

- Creditors committee has been named to investigate the affairs of **Lamont Footwear, Inc.**, Altoona footwear manufacturer. At a recent meeting of creditors, liabilities were reported at \$150,402 as of Oct. 14, with assets at \$114,885.

Virginia

- Public auction of shoe machinery, sewing machines and equipment of **Daly Bros. Shoe Co., Inc.**, Harrisonburg shoe manufacturer, has been scheduled on the premises at 10:00 a.m., Nov. 8.

Ohio

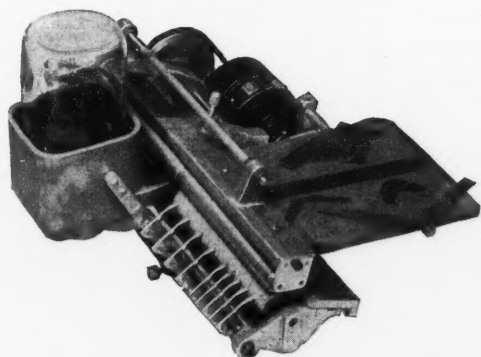
- Anthony Vigorith, former general manager of **Cincinnati Shoe Mfg. Co.**, Cincinnati, is suing the firm for damages of \$25,000 and an accounting of financial transactions. Complaint alleges the company was incorporated July 8, 1949, and that on Aug. 11, 1950, Vigorith was told his services were no longer needed. Vigorith claims he was promised one-third of the profits. Suit also asks the corporation be dissolved and an injunction be granted to enjoin the firm from making shoes designed by Vigorith.

Missouri

- At a recent meeting of creditors, **Sandal Craft, Inc.**, St. Louis manufacturer of sandals, requested a general extension of time in which to pay unsecured creditors. Total liabilities are reported at \$217,640. Proposed agreement calls for 75 percent of Sandal Craft and Leisure Hour stocks and resignations of officers and directors of both concerns to be deposited with a creditors' committee so that full protection may be given creditors' interests. Sandal Craft recently moved its offices and sample rooms from St. Louis to Chesterfield.

- St. Louis District Court has dismissed complaint of **Charles Meis Shoe Mfg. Co.**, Cincinnati, against **Trimfoot Co.**, Farmington shoe manufacturer, by stipulation without prejudice to complainant. Complaint claimed infringement of the trademark "Cinderella" in sale of children's shoes.

- Production has begun at the new Tipton factory of **Wesseling, Jordan Shoe Co., Inc.**, and is expected to be fully under way within the next month. About 175-200 people will be employed.



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Automatic pounding and anchorage of the entire breastline area of the shoe is available to manufacturers of Goodyear Welt shoes with the Goodyear Welt Butting and Tacking Machine — Model B.

Another advance resulting from United's continuous program of machine development, this machine has already been widely accepted by manufacturers as an efficient production unit contributing to better shoe-

making and improved appearance in the finished shoe.

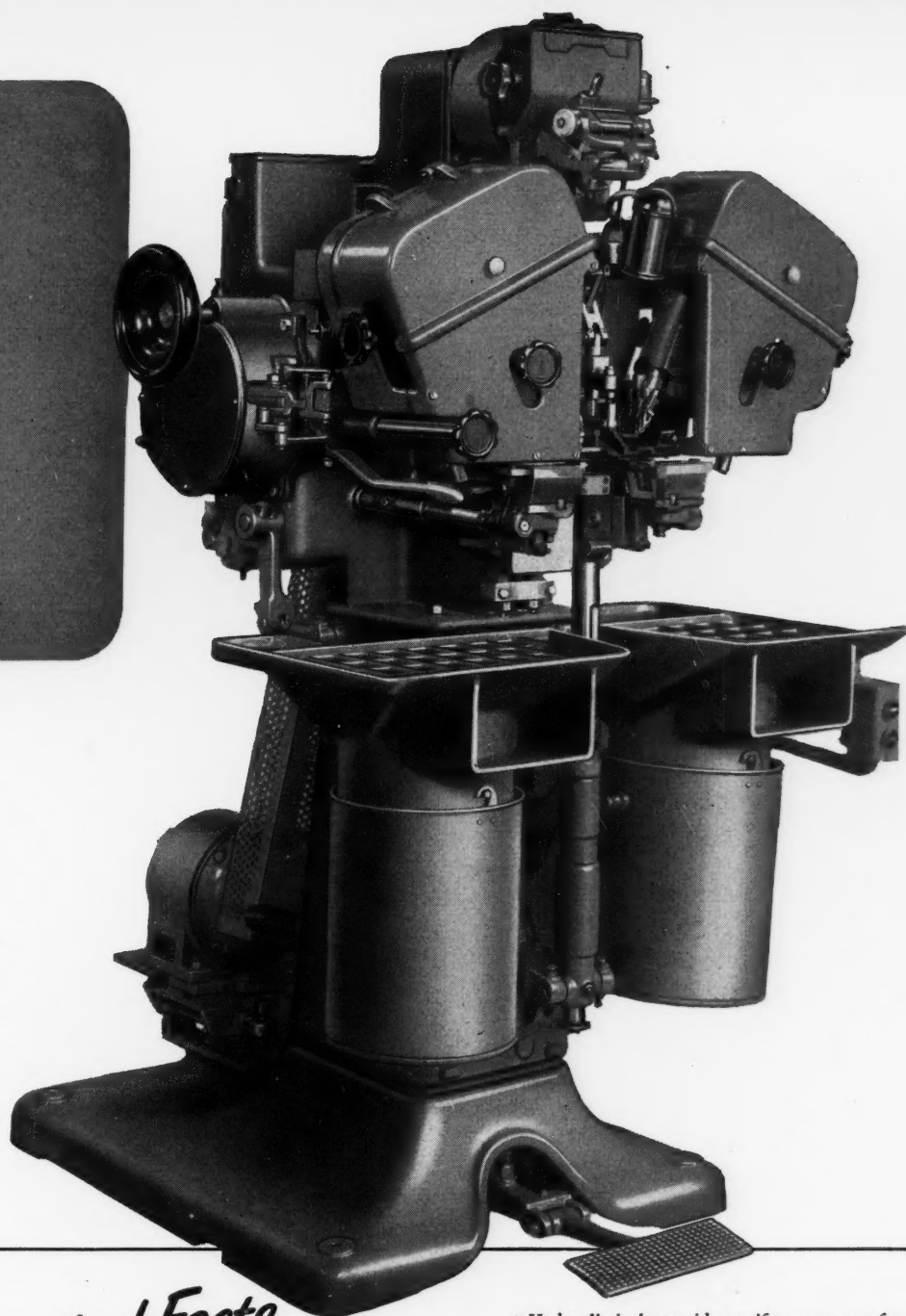
It cuts a bevel on the welt, smooths the inseam in the breastline area, compresses the material of the upper to the desired location and drives a tack at each welt end to hold the compressed area. Easily made adjustments for each of these functions give the machine great use and versatility.

The Goodyear Welt Butting and Tacking Machine — Model B has been ruggedly built and carefully designed to offer the utmost in operating efficiency. For complete details, call the nearest United branch office.

SPECIFIC BENEFITS: As the breastline area is compressed laterally, the pounding action helps to reduce any high spots. The breastline area is smoothed, the welt line maintained and superior bottom filling, leveling and heeling result. The two tacks driven while area is compressed can be placed where desired by simple adjustment. The possibility of cutting outsole stitches is reduced at edge trimming, heel trimming and jointing.

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Practical Facts

- Proved tack mechanism—the most efficient for sure anchorage.
- Back gauge for determining proper distance from butt to heel end operates automatically as a stop when anvils hit last welting stitch. Manual setting for butt location optional.
- Hydraulic jack provides uniform support for pounding with any size or style of last.
- Lateral compression and location of butts can be controlled accurately.
- Automatic lubrication of cam shaft and associated parts.
- All adjustments handy to operator, easy to understand and use. Knives remove easily—knife holder provided for grinding.
- Built-in illumination is focused on the work area.

WARTIME CONTROLS EXPERIENCES

A look back will help clarify the look ahead

By Lewis B. Jackson

WHEN I reported to the then Major Byron for duty at his request on February 14, 1942, the importers had already started to turn, though somewhat jerkily. On December 11, 1941, importers had been requested to cease operations in all primary markets. An agreement had been reached in January, 1942, between the British Raw Material Mission and O.P.M. allocating exportable foreign hides in the ratio of 60-40 in favor of the U. S. for wet hides and a 50-50 split in dry hides.

On January 13th hides and skins were placed under import restriction in Order M-63. It was not, however,



Lewis B. Jackson

until late in February or early March, 1942, that the first foreign hides were allocated. About three months had passed from the freeze order to time of allocation! This is not a good record although the same delay had taken place in World War I. They were both costly. Foreign hides were bought under the so-called Wash Sale Plan which needs no explanation, I am sure.

The plan was in effect, however, until December, 1943, when direct public purchase was inaugurated under F.E.A. to better control procurement and distribution under the international allocation plan that had been agreed upon.

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DELAWARE

The allocation of the foreign hides imported was handled by the War Production Board and tied in with allocation of domestic hides.

Domestic hides were placed under allocation Order M-194, July 3, 1942. This was one order which was never amended except to get a Bureau of the Budget Serial number. This called for a reprint of 7,000 copies over my strenuous protests against such extravagance.

Order M-194 was probably the only order that was thoroughly discussed with the trade while in the drafting stage. I took the proposed order and visited tanners, packers, brokers and dealers in Boston, New York, Chicago, and other centers getting criticisms and suggestions all along the line.

The allocation of domestic hides was based on the fiscal year July 1, 1940-June 30, 1941. The first allocation was made in July, 1942, for July hides.

Raw Stock Periled

At that time there were no controls on wetting and it soon was plain that the pressure of military and civilian demands was reducing tanners' raw stocks to dangerously low levels and putting an unnecessary pressure on the allocation system in order to bail out tanners in distress. Subsequently, therefore, tanners were directed to limit their soak to a percentage of the base period in order to conserve inventory.

On June 30, 1943, all the various leather orders were consolidated under Order M-310 and the basis of hide allocation changed to the calendar year 1942. Provision was made in this change of base to take care of any resulting unnecessary hardships.

In the meantime, the pressure of military orders made it necessary to restrict the use of big packer hides to those tanners whose production was dependent upon such hides for military purposes. The natural flow of hides of previous years was sharply altered but it had to be done for the most efficient meeting of the procurement programs. This change in the flow of hides worked a particular hardship on many tanners who had no previous position with producers and dealers for certain types of hides. The wonderful cooperation of the industry with us, however, brought order out of what could have been chaos and obligations to the military were fully met. I should say "were fully met despite us in Washington."

It was our practice, despite top-

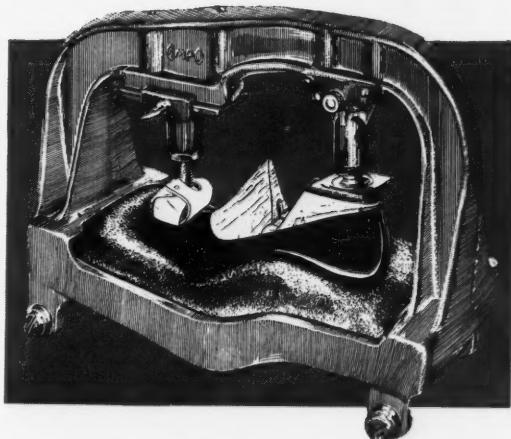
(Continued on Page 97)



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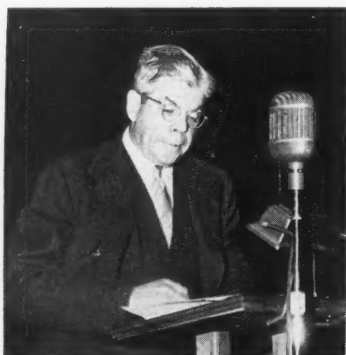
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INDUSTRY CONTROLS

"Next time the policy must be positive, scrupulous and workable"

By Sherwood B. Gay

I HAVE been asked to discuss price controls as applied to the industry during the past war and as they might be applied in the future. In the first place, we must recognize the obvious differences in conditions existing then and now. Then, we were swept into controls on a wave of patriotic fervor to clean up a nasty mess in short order so that the obvious, and to my mind proper, policy of OPA was a delaying, negative one. Procrastination and dilatory tactics instead of impeding the effort actually gained that much time and each



Sherwood B. Gay

month of preserving the status quo was a victory.

The policy was tersely explained to me by our Branch Legal Advisor, Isador Gorowitz. I was fresh from WPB, where we had one lawyer whom we shared with Textiles, and Ed Drew as the lone representative of the Economists. We wrote our own orders, designed our own forms, and if they didn't work, changed them overnight. In contrast, the wealth of legal and economic talent at OPA was therefore rather overpowering. After waiting a few

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weeks for Legal to get out the necessary order and seeing no apparent progress, I decided to take matters into my own hands and drew up a pretty smart paragraph on optional mark-ups for dealers. I remember that in it was the phrase, "to specifically identify"—and I felt some glow of pride of authorship as Gorowitz read it. He turned to me and said, "Sherry, you're new over here and have to learn that we don't do things as you did in WPB. We are here to split hairs, not infinitives."

The next time, if there is a next time, we will probably be forced into over-all controls by gradually increasing economic pressures, and the high heat of patriotism will be replaced by a dogged determination to make the best of a long, irksome pull. Therefore the policy must be positive, scrupulously fair and workable. It must have the endorsement of the responsible majority of the industry without which no legislation can be effective.

Domestic hide prices will probably be set in accordance with some over-all formula, but care must be exercised to establish proper differentials for quality and delivery. Off-shore hides and skins must reach tanners at the same general price level, and Harold Connett's proposal of Govern-

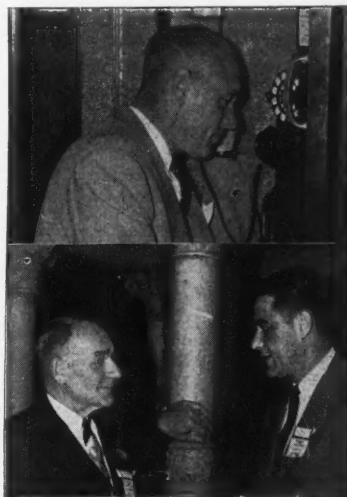
ment purchase and subsidy is a sane and economical approach. The disruptions to proper flow caused by off-shore circumstances beyond our control were in the long run very costly to our domestic consumers.

As to a leather regulation, I am unalterably opposed to the freeze type which sets each individual's price at the highest he charged during a given base period. A fair price in line with the determined hide costs is enforceable and equitable in that it does not place at a disadvantage that producer who was attempting in the pre-control period to resist inflationary trends in his current sales. I would recommend that leather prices be set wherever possible (and I believe it could cover the overwhelming majority of leather deliveries) on an industry basis, a technique which was employed more and more last time with success. Such prices could be set by a panel of consumer representatives of the various types of leather.

Excess premiums for special selections or end uses such as meter leather, bookbinders' leather, and so on, should be avoided as should excessive discounts for lower or slow-moving grades. Furthermore, industry should be assured that they would not have to absorb increased costs of labor or materials which had been

approved by Government action.

And lastly, action must be properly timed and appropriate. The lengthy and repetitious statements of consideration, economic briefs and press releases in many instances so delay the issuance of an order that the horse is gone before the door can be closed. Let us split fewer hairs and let the infinitives fall where they may.



Above: Don Elliott. Below: E. W. Hickman and Sy Mindel.

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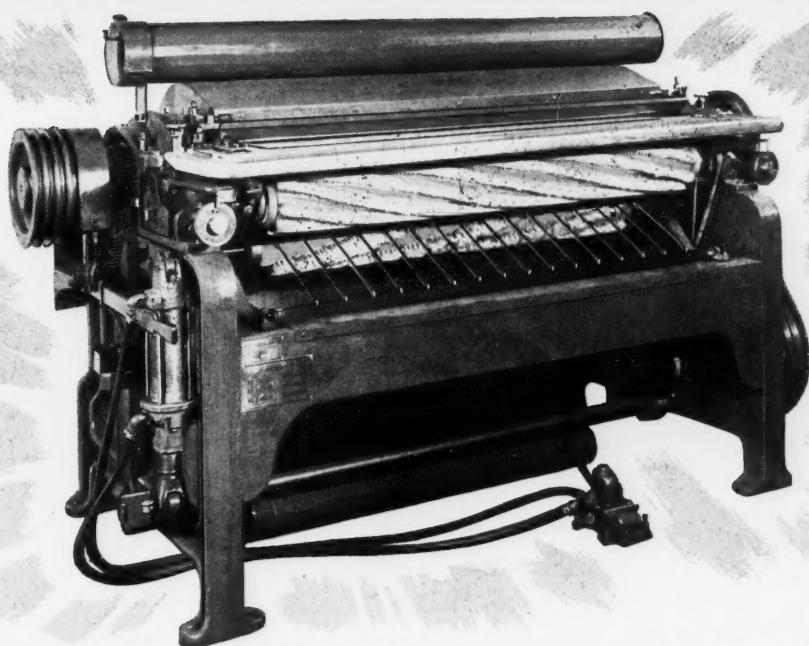
15 PIERCE ST.

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LEFT COLUMN: First row—Left to right: George Martin, Les. Armstrong and B. C. Bowen. Second row: Sanford Carlisle, K. Atkinson and Don Elliott. Third row: H. J. Ward, W. G. Greenwood and L. H. Shingle. Fourth row: A. J. Merker, Dave Nason and M. N. Witt. Fifth row: Ken Chapman, L. H. Hamel and Michael Flynn. Sixth row: T. Stritzel, A. J. Stritzel and H. C. Hamel. Seventh row: A. F. Hopkins, J. C. Moser and Wm. Findeiss.

RIGHT COLUMN: First row—Left to right: Ed. Rafferty and Jack Roth. Second row: Elmer Frodin, Jules Star and Howard Vance. Third row: P. G. Bernheim, Olin West and W. Lotz. Fourth row: George P. Deane, Ray Cunningham and James F. Penrose. Fifth row: E. S. Greensfelder, Robert Stern and Ed. R. Aulson.



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A SHOE RETAILER

(Continued from Page 21)

Calfskins were at \$40.54 and average shoe prices were down at \$3.34 a pair. What has happened since then?

The latest available on cattlehides that I had when I wrote this speech was 33.3c in September. On calfskins as of August, \$5.25, though I understand it was higher in September, though the actual figures I do not have. Popular priced shoes that I mentioned before that were retailing at \$9.95 and \$10.95, now are about to reach the point where they must retail at \$1.00 to \$2.00 a pair higher. Each day the trade press carries reports of these increases.

It is true that the public got a little excited in July and there were some pretty healthy increases recorded at retail. The public was thinking of the rationing of the last war but by the middle of August this had died down, and business was more or less back to normal on a dollar basis. September followed this pattern but from reports, that I have received, October has not been so hot, and it appears as though less units are being sold as the price increases, at retail, in most establishments. Prices for Spring will average \$1.00 to \$2.00 a pair higher than the retailer opened Fall, 1950, with.

The public has increased obligations to meet on its payment of the tremendous amount of hard goods purchased plus the larger down payment and shorter time necessary on present purchases. Will history repeat itself and will the Consumer say to himself or herself "Shoes are too high to my way of thinking," and just buy less and make do what they already have? That is the \$64 question.

Retail inventories are fairly heavy in pairs because many got excited and tried to beat the first price advances in July. To carry the same assortment and number of pairs as before will mean an additional investment in shoe inventory of 15 to 20% in dollars. Retail shoe business figures do not warrant such an increased investment and unless retail sales change materially from the present levels, there will be not too much buying after the first Spring orders are placed. Remember we had a similar situation in Fall, 1947, and Spring, 1948—with an early Easter. It does not necessarily mean that the same pattern will follow, but if the signs are true, it won't change too far. For the record, Easter, 1951, is March 25th.

The climb in hide and skin prices was due to a general effort by manufacturer and tanners to cover a greater part of future needs than normal. This is in face of larger raw material imports this year than in previous years. Domestic supplies available to the U. S. are highly favorable. Somewhere along the line there has been unreasonable advances caused by speculation, or other things. The manufacturer tells the retailer he had to pay more for upper leather linings, soles, etc. To support this I have had several of my large resources furnish me with cost sheets as of May 1, 1950, and October 1, 1950. The manufacturer has not gone too far in view of what his materials and labor are now costing him. He in general has a realistic picture of the retailer's problem. Maybe the same thing holds true for the tanners. I have not seen their cost sheets. Probably he can justify his prices too. Perhaps the blame should go one step further back to the dealer or the speculator in hides and skins. The retailer has no contact with him, you tanners have and since you have asked me to state the retailer's case to you, I hope you can do something about it, before it gets too far out of hand.

Retailer Has Wants

The retailer does not want to see his units sold curtailed. He does not want fewer customers coming through his doors. He does not want his customers to feel that they are being taken advantage of with unfair prices, and finally he does not want to take the inevitable loss on the mark-down of his inventory once the bubble breaks. Uncle Sam takes almost 50% of the profits today and expects to get paid. He does not share the loss nor help the retailer from financial difficulties. This he must do alone. You can be helpful to the ones who sell to the consumer. It is a part of your responsibility to do something now.

How else may the tanners be of assistance to the retailers? One thorn in the side of all of us has been the variance from the color standards. You have many tanners in your organization who furnish leather to our manufacturers. Some of it is furnished for upper leather, some for handbags and other accessories. It would be very simple if a retailer could specify one tanner's leather for all his merchandise, but no one tanner could supply all the leather that several of the large manufacturers want, also it would not be healthy from a competitive point

of view. Therefore, a manufacturer must buy where he can get the best value and supply his retailer with that leather. If the tanners who supply the manufacturers, who in turn supply the retailers, do not turn out shades to match the standards adopted by the industry, then the retailer finds himself with various shades of the supposedly same color in his stock. His accessories do not match his shoes and then his trouble begins. Many a shoe sale is made because the proper handbag is available, and many are lost because milady wants the matching to be correct, and it is not.

I am not saying that a tanner should not make specialized colors, and that he should not make colors at variance with the standards. However, should he do that he should frankly label them as such, and not deliver these off standard colors, for

the standard ones to the factory.

Manufacturers are inconvenienced when the proper shades are not delivered. Deliveries are late when leather must be returned and replaced. Retailers are handicapped and inconvenienced when the proper colors as specified are not delivered. Shoes and bags are bought to be sold at a certain time. If they must be returned, then so much business that these shoes should produce is lost.

The task forces that represent the various segments have made progress in the right direction. The mutual understanding has improved, but still there is quite a ways to go.

Modern selling is a matter of timing in the style business; you know that if you're too early or too late it's too bad. On the question of deliveries, goods delivered at the wrong time are very costly and not much

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good. In successful merchandising you must have the right goods at the right time. Tanners have a definite responsibility in seeing that shoes and bags are delivered on time. They should put into advance runs certain colors that their style departments tell them are going to sell. They cannot wait until all the orders are in before deciding to make the major portion of the color. No more can a manufacturer wait until the last minute to specify his color requirements and expect delivery on them on time. The tanner's representative should see that the orders are placed on time.

Late Delivery Hurts

Now all of us know that unforeseen difficulties arise in any processing operation. When they do occur, the tanner should notify the manufacturer of the delay, in order that he might contact the retailer, and give him the chance to cancel the late shoes. It is bad enough not to get the shoes at all because they are late, but it is even more costly to get the shoes late, to sell a very few at a profit and have to take a beating on the balance. In cost cases it is better for the retailer not to get the shoes at all and to put his money into something else that is available, rather than to accept the late delivery caused by nonperformance of the tannery. The manufacturer of course should have the cancellation privilege. I trust that you agree on this.

The shoe industry and its various segments have for too long told the world not what goes into a pair of shoes—the many processes and the involved problems—but how cheap the shoes were. Too many people regard a pair of shoes as just a foot covering and to be worn until they must be replaced. Not enough shoes are purchased, from a style point of view, because the average person does not feel that anyone is looking at his feet.

I wish that everyone would take a glance at his own shoes and see how they look. Not whether they are shined or not, but in what condition the uppers are? Are the soles new or in need of repair? Are the heels run down? I believe such a self analysis would be surprising. Do this the next time you are in a fairly large gathering, and you will be amazed. Now say to yourself, would I or my neighbor go out with my shirt or my tie in a similar condition as my shoes? True, they may be comfortable, but no one is well dressed with worn or shabby shoes. The public is not shoe-conscious.

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How many of you remember not so long ago when there was rationing and shoes were hard to get? At that time whenever I went out people wanted to talk about shoes. After 1946, when supply caught up with demand, there continued fairly little talk. Shoes just dropped back into their old spot. A brief flurry ensued in July of this year with the rationing talk but it, too, has died down. Units sold are about the same.

The real purchasing power of our population, that is, the disposable personal income after taxes and full correction for increased prices—in 1949 was 52% over 1940. In other words, the American population had the purchasing power ability to buy and consume over 52% more physical goods, and services than in the last full year before we entered the war. It is expected that 1950 will provide about 60% more real purchasing power. Taking into account the increase in population, there should be an increase of 39% real per capita purchasing power.

However, the public still bought an average of 3.15 pairs of shoes for 1949, the same as in 1936 to 1940 average.

What has happened to us in this period? Why has not the public bought more shoes per capita?

Missed The Boat

The shoe industry simply missed the boat in the postwar days when there was plenty of money around for promotional purposes, to keep the public's attention focused on shoes. In that era it was a question of procurement, and the fundamental facts of life regarding selling and promotion were overlooked completely.

The hard goods industries who never failed to advertise and promote in the war years, when they had nothing to sell, cashed in on their hard work and took the spotlight completely away from the soft goods lines such as shoes.

Where have the great expansion and records of production been made in the past few years? You know the answer better than I. The consumer has been so sold on what the hard goods will do to improve his way of life that he has gone pretty well into debt with installment commitments, that he has had too little money left or too little desire to buy an increased amount of soft goods. That is it in a nutshell.

What are we doing about it? Is anything being attempted? I am happy to report to you that there is, though on a relatively small scale for so large an industry.

The Association of which I am the President, finally convinced the manufacturers Association that the modern and smart thing to do was to make a survey at the consumer level. The information from the survey is too numerous to go into here, but the one thing that stood out was need of a public relations campaign aimed at the public to break down some of their old thoughts and prejudices.

The Joint Committee representing the two Associations engaged the J. Walter Thompson Company to do this work, and out of this came the National Shoe Institute, the first president of which is Harold Volk, a retailer.

How familiar you are with the work of the National Shoe Institute I do not know, but I believe that its successful operation is meaning so much to the shoe industry.

Point At Consumer

The campaign is aimed at the consumer, who is a very cagey fellow. To be able to gauge his likes and dislikes, we must keep in touch with him. We can't sit in an ivory tower, and prognosticate on what he is going to buy; we must go out to him and we must educate him on what he should buy in the hope that our new lines from season to season will catch his fancy and make him want what we have to offer.

In keeping in touch with the consumer and keeping him satisfied and sold, the tanner, the shoe manufacturer and the shoe retailer are in the same boat. We are inseparately bound together for good or ill. That is why I am convinced the job of courting, of educating and selling the consumer is a job for all of us; not just one or the other.

This year we are engaged in a three-pronged campaign.

1. To educate women on buying shoes to go with their costumes.

2. To sell men on taking their overcoats off their feet in the spring and putting on summer types of shoes.

3. To sell mothers on the necessity of frequent refitting of children's shoes.

Future progress in our industry depends in a large measure on accomplishing these objectives.

The National Shoe Institute is sending special material in the form of picture layouts with stories each month to women's page editors of nearly 600 newspapers throughout the country, to women's editors of national syndicates, to women's radio

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and television programs of 1101 stations, to editors of trade publications with large circulations, to a group of special publications numbering 2100. Among them house organs in large industries, shopping columns in daily newspapers and weeklies.

The results have been not only in the great volume of newspapers returned by the clipping services, but in the personal letters from these editors, forwarding their own clippings and telling the results of their usage in terms of readership and remarking upon the excellence of preparation and careful research in the copy.

In addition shoe trade papers, magazines, business and advertising editors have been serviced with publicity. The Institute serves as a clearing house for this information.

A memo has just been released to the retail shoe salesman, in question and answer form, giving him correct information to relay to the consumer on the immediate problems of the shoe industry as they affect retail buying today.

This program of the Institute is only beginning its third year—still in baby shoes, but it has acquired a

definite personality, that should assist all segments of the industry.

I trust that you will give careful thought to the question of the great swings in the price of raw material, which is upsetting the equilibrium of my portion of the industry. It is to you that we must look for improvement and relief, as we know no one further back than you in the chain. I for one do not want government

regulation of prices or allocations of material. Let's hope that our economy does not find it necessary. For those who advocate it, remember, once we get it, it takes a long time to get rid of it.

The other problems of color standards and timing of delivery are old ones. Let's continue to work together, and improve them as time goes on.



The Upholstery leather group. Charles Grubstein presided as chairman.



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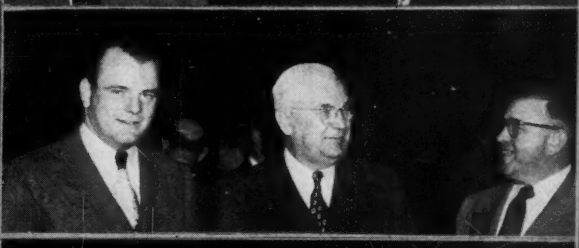
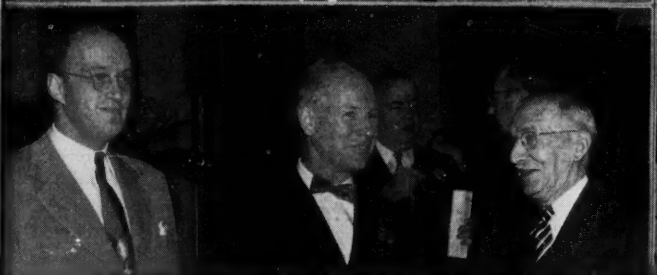
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LEFT COLUMN: Top to bottom—Gus Kaufmann, M. H. Heringlake and Lester Strasser; Fred Becker, Mrs. Ruth Kerr Fries and Ralph Ewe; W. H. Lytle, Elmer Knoerschild and Lee Lincoln; Leif Kronen, Don Jones and Paul Klein; Rolj Onarck, J. E. Schaefer and Herb Stumpf; Gus Geisel, A. L. Gebhardt and Frank Crystal.

RIGHT COLUMN: Top to bottom—Emery I. Hovos, Raymond Baenziger and Louis Huch; L. C. Scott, Chas. Myers and Fred O'Flaherty; A. Sklut, M. Sklut and W. J. Derry, III; N. P. Dworetsky, J. S. Silversteen and M. Blumenthal; Arthur Schroeder, Leonard Schaden and John Lown; Lee Radeker, Arthur Trask and C. P. Singleton.

MERCHANDISING STRESSED TO HIDE MEN

Need for promotion and quality pivots Hide Assn. convention

THE ever-growing National Hide Association (now 173 members, an increase of 20 in the past year) found its Sixth Fall Meeting, held October 25 in Chicago, to be its most successful convention to date. The one-day meeting was packed with a program comprised of four experts in related fields, plus a sound film presentation on sole leather by the Eberle Tanning Co., in addition to committee meetings, officer reports, and topped by an evening banquet and entertainment.

Controls Chief Topic

Perhaps chief topic of interest that buzzed among the visitors was the outlook for price ceilings, allocations and other control measures affecting the hide and skin industry. The National Defense Program with the vast expansion of government expenditures (\$30 billions in 1951) for military goods and services alone, could well result in some impulsive government controls actions concerning hides and skins, as well as other basic commodities. The endless variety of consequences or sequences in the wake of such controls was discussed by many visitors at the Meeting.

After a brief opening address by A. B. Reed, president of the NHA, the first speaker was John K. Minnoch, dynamic secretary of the Association. Minnoch spoke on the need for much increased promotion by the hide and skin industry and the tanners. "The leather business has lost its soul, its personality," said Minnoch, "by failing to express the individuality of its products. It is one of the few industries today with a product and opportunity to express some-



John K. Minnoch

thing personalized and dramatized. But this opportunity has not been capitalized upon by aggressive promotion."

Minnoch stressed the need of more individual promotion by individual firms as against cooperative promotion on an industry scale. He scored complacency as the major fallacy of the industry. "There are some tanners and hide men willing to sit idly and tell the trade that 'if synthetics do take over some of our markets, we couldn't supply all the demand, anyway.' My answer is simply this: None of us is so big we can't fall." He used the analogy of the silk industry, once so proud and prosperous, and its sudden fall when rayon and nylon were introduced. He stressed that despite inroads made by synthetics, vigorous promotion of leather could again place leather in an impregnable sales position.

Ralph L. Pope, Jr., vice president of Northwestern Leather Co., discussed damaged or low-grade hides in relation to the tanner and shoe

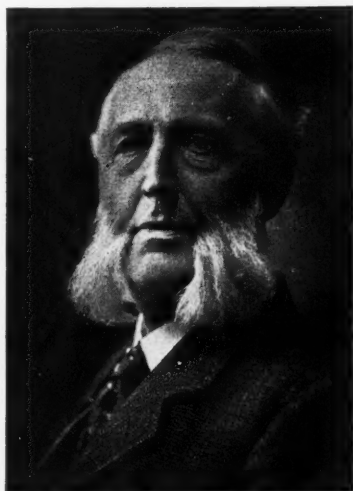
manufacturer. Describing conditions at his own plant, which uses about 15,000 upper leather sides a week, he stated that only about one in every 50 cars of small packer hides shows any real care in the quality or production of those hides. The rest have a substantial portion of scoring, cuts, etc., and general lack of uniformity which makes for difficult grading and tannery operation.

Efficiency Percent

Explaining the sorting operations at his plant, he stated that it was impossible for the average tanner to run better than an 80-85 percent efficiency in the blue sort, due to lack of uniformity in hides even from the most efficient packers. When hides come to the tannery in such a way as to differ sharply from the type of hides specified in the original purchase, production flow is retarded. Due to carelessness in takeoff, 25 percent of hides are useless as far as good grade shoe leather is concerned. He discussed some of the demands made by shoe manufacturers in purchasing leather, and shoe manufacturers' problems in the cutting room on damaged leather resulting from damaged hides. He closed his talk with a plea for a greater effort by the hide industry to improve the quality and uniformity of rawstock, especially in the matter of takeoff.

John C. Milton, Director of the Sales-Service Institute of the American Meat Institute, presented an enlightening talk, "What's Under The Hide." He showed how vigorous promotion by the American Meat Institute had steadily lifted per capita meat consumption from 63 pounds in

1908 to about 150 pounds today. An increase to bring this consumption up to 175 pounds per capita would result in a greater supply of hides. He pointed out that even this was a conservative estimate, for in New Zealand the per capita meat consumption is 325 pounds, more than twice that of the U. S.



A. B. Reed

Milton showed that in the meat industry, as in the hide or leather industry, the greatest competition was not intra-industry, but rather from all products competing for the consumer dollar. For example, meat has had to get a rising share of the food dollar—just as leather (and leather footwear) must try to get a greater share of the clothing dollar. The Meat Institute, he said, spends about \$2,500,000 a year in promoting meat at the consumer level. Expenditures by the Institute have amounted to \$27,000,000 over the past 10 years.

W. L. Wardell, executive vice president of the Shoe Service Institute of America, which represents 60,000 shoe repair shops, explained in detail how his organization is trying to gain a greater share of the consumer dollar. In 1946, the shoe repair industry earned a record \$300,000,000. However, this has steadily declined to a current \$250,000,000. In 1946, the repairers bought \$100,000,000 in products from 1,000 finders, and the latter bought \$75,000,000 in goods from tanners and shoe suppliers.

— END —



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Deaths

Edwin I. Brainard

... 37, *shoe machinery executive*, died Oct. 31 at Boston City Hospital of a heart attack. He was assistant to the manager of the Goodyear department of United Shoe Machinery Corp. A graduate of Harvard, class of 1935, Brainard attended Harvard Business School and joined USMC in 1937. In 1940, he was transferred to the corporation's Goodyear department where he remained until the time of his death. During the last war, he was in charge of various military research projects. He leaves his wife, Virginia; a son, David; and two daughters, Marilyn and Carol.

Gustave Ducharme

... 100, *shoe manufacturer*, died at the home of his daughter in Laconia, N. H., on Oct. 21. He was a native of St. Charles, P. Q., Canada, and moved to Brookfield, Mass., at the age of 15 to learn the shoemaking business. After spending nearly 40 years in that area, he moved to Somersworth, N. H., where he operated a shoe manufacturing and repair plant for about 15 years before his retirement. He had observed his 100th birthday last Aug. 28. He leaves his daughter, Mrs. Noel R. Cardigan.

George Knight

... 90, *pioneer shoe machinery manufacturer*, died Oct. 30 in Brockton, Mass. He was president of George Knight & Co., shoe machinery manufacturer in Brockton, which he founded 61 years ago. A veteran of the New England shoe industry, Knight was also a well-known patron of the arts, particularly in his support of the Boston Symphony Orchestra. He served as choir director of the First Baptist Church in Brockton for many years. Surviving are his wife, Abbie; four sons, George R., Chesterton S., F. Stuart, and Carlton; and three daughters, Miss Kathleen M. Knight, Mrs. Morton S. Johnson, and Mrs. Burt H. Maycock.

Fred C. Millett

... 59, *shoe manufacturing executive*, died recently at his home in Auburn, Me. He had been employed for the past five years as an executive by Knapp Bros. Shoe Co. in Auburn. He was active in church affairs. Surviving are his wife, Elizabeth; and three brothers, Francis, Leo and Louis; and several nieces and nephews.

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CONTROL EXPERIENCES

(Continued from Page 73)

side W.P.B. pressure, to under-allocate each month and then to issue interim allocations if there was a sizeable amount of hides left over. That there weren't many hides allocated on this interim basis indicates how surprisingly close our estimates of supply were to actual available stocks.

In under-allocation it was our hope to let the tanners secure their quotas without forcing them to scramble for supplies and to be forced to accept poor delivery. O.P.A., by the way, supported the under-allocation system as an aid in enforcing their regulations. In spite of our hopes, upgrading of hides and poor delivery continued and, I am sorry to say, still continues despite the fact that I've never heard of a tanner having to shut down because he insisted on proper delivery.

It should be mentioned that there was always a tendency throughout the W.P.B. period for some people to study new orders and amendments for the sole purpose of finding loopholes. Fortunately this attitude was not general but it did require the issuance of more amendments and regulations to attempt to close the gaps.

New-Comer Laws Bad

One headache caused more by the law makers than by the industry was the new-comer provisions of the George Act. This required a 10% set aside of allocable material for new comers. The ruses and plans used under this provision were many and mostly futile. In fact, in any one month the amount never exceeded 3% of the total allocations. Later we were able to get a legal interpretation to this regulation which required that a new comer had to have an actual tannery in order to get hides. This ended that problem.

Since the end of the war, I have heard some complaints about inability to get hides under the allocation system. Our records showed, however, that each month tanners received and soaked more hides than their allocations and quotas. We knew about it but the amounts were small and as everyone was doing it, it made little difference except that we just allocated less hides. I mention this because I don't want you to think you were putting one over on us.

As far as the allocations are con-

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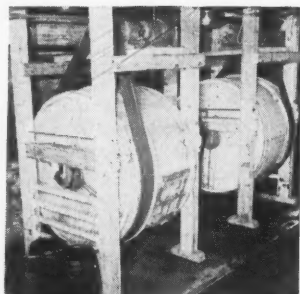
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cerned, I think the following criticisms could be made.

(1) There should be no gap between allocating domestic and foreign hides such as occurred in 1942. When it becomes necessary to resort to allocation it should cover both foreign and domestic raw stock simultaneously. Until the machinery is set up for allocation there should be no freezing of purchases of either foreign or domestic supplies.

(2) All types of hides and skins should be under allocation. A shining example of this mistake in the last war was sheepskins. Tanners did not think it necessary to control them, with the result that some producers decided to stop selling their regular customers and made contracts with tanners to tan the skins for the producers account. This resulted in some tanners losing their major supplies of rawstock and forced them to become contract tanners. Some tanners were forced into the wool-pulling business in order to get their supplies of pickled skins. In 1946 the sheepskin tanners came to Washington and requested W.P.B. to take over the allocation and then the damage had been done. The pullers were then in the leather business competing with the legitimate tanners.

(3) Control of prices should be handled in the same Bureau or Department that handles rawstock and leather controls. Under one head controversial matters could be ironed out more easily and a great deal of friction eliminated. The industry would have much time in settling difficulties dealing with one department.

(4) In the procurement of foreign hides and skins for the Allied needs I agree that such purchases be made by the U. S. A., and allocated by us to the various nations as their and our needs developed. This would eliminate competitive reaching out for supplies and a more equitable distribution would result.

— END —

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ARMY LEATHER

(Continued from Page 18)

in Washington. The Joint Chiefs of Staff determine what military commitments can be anticipated. For leather and footwear items, these commitments are turned over to the office of the Quartermaster General, which checks stocks on hand and those in the supply line system. The office of the Quartermaster General then computes requirements, which are forwarded to the Assistant Chief of Staff, G-4, Logistics, for approval. If purchase is indicated, a procurement directive is sent to the New York Quartermaster Procurement Agency to procure the items from industry.

Emergency Planning

Industrial Mobilization Planning for leather and footwear items is also a responsibility of the New York Quartermaster Procurement Agency. This, as many of you know, is the corporative program under which allocations are made to manufacturers to provide certain quantities of priority items in event of a national emergency. This planning will provide for an orderly and timely procurement, with minimum disruption of industry. Mobilization Planning also considers the supply problems of basic raw or processed commodities, and makes appropriate recommendations to the Munitions Board to overcome shortages; for example, substitutions for various materials, or stockpiling materials of a critical nature.

The Mobilization Planning Program for leather and footwear items is well along and the problems involved are being rapidly solved.

We are frequently asked by industry why we do not negotiate contracts when recurrent problems arise from our formal contract procedure. The answer is that a state of national emergency has not been declared by the President or the Congress and that, therefore, our procurement is still governed by Public Law 413 which requires competitive bidding in general. Only where the delivery schedules are too short to permit the formal contract method, or for other specified reasons may we enter into negotiated contracts.

Our current procurement has an objective other than the mere purchase of current requirements to meet specified delivery schedules. It is to familiarize as many factors in an

(Concluded on Page 104)

Why Buy Imperfect Plates?

STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN 1 THOUSANDTH OF AN INCH ON BOTH SIDES, AT PRICES NO HIGHER THAN IMPERFECT PLATES.

STANDARD EMBOSSING PLATE MFG. CO.

Since 1888

Manufacturers of

SOLID STEEL ENGRAVED PLATES
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ALL SUPPLIES FOR BUILDING BEDS

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Representing Gordon Woodroffe & Co., Madras
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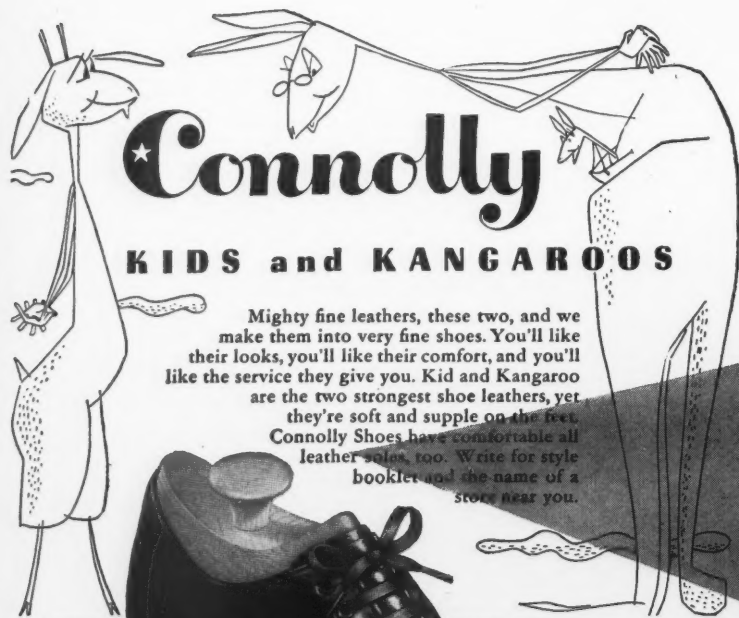
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Leather Soles for Sales Appeal!

The consumer knows leather . . . has observed its excellent appearance, has enjoyed its foot-ventilating qualities and flexible comfort . . .

The consumer is "sold" on leather!



★ Connolly

KIDS and KANGAROOS

Mighty fine leathers, these two, and we make them into very fine shoes. You'll like their looks, you'll like their comfort, and you'll like the service they give you. Kid and Kangaroo are the two strongest shoe leathers, yet they're soft and supple on the feet. Connolly Shoes have comfortable all leather soles, too. Write for style booklet and the name of a store near you.



CONNOLLY SHOE CO.
STILLWATER 29, MINNESOTA



Black genuine Australian Kangaroo Blucher oxford, #8600, Cambridge last. Also in brown Kangaroo and Kid. High shoe, too, same last, and leathers.

82 stock styles in sizes 3½ to 15, widths AAA to EEEE, priced from \$10.95 to \$16.95

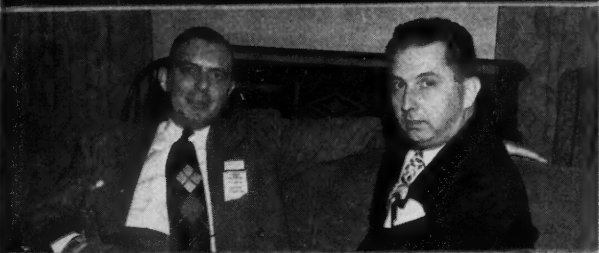
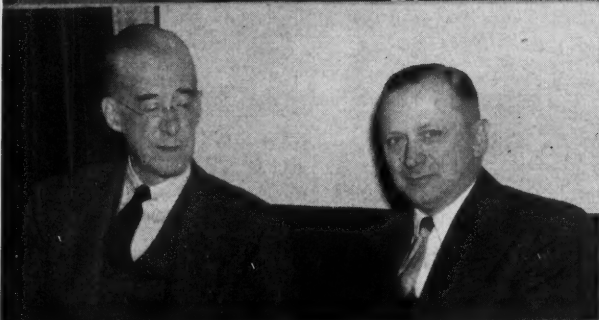
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For sole leather of consistent quality . . . "U. S. LEATHER"



The
UNITED STATES LEATHER
COMPANY





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RIGHT COLUMN: Top to bottom—Sam Goldberg and J. Y. Heisler; E. J. Stritzel, Joe Adler and T. Stritzel; Herman H. Herzog, J. F. Ferrall and Sam Lipman; Irving Wohlman and Sam Halpert; Fred F. Rulison and Julius Marx.



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AT CHICAGO

LEFT COLUMN: Top row—Left to right: F. Locke, Ben Ritter, Al Goodman, L. G. Minner and Jack D. Minner. Second row: Jack Lipman, Irving Ellman, M. Roden, Herb Pfeffer, Israel Roden. Third row: Bert J. Mounts, J. T. Baumgardner, Frank E. Brown, Jr., W. H. Smith and W. H. Fielder, Jr. Fourth row: W. H. Smith, J. C. Graham, Bert Mounts, J. T. Baumgardner and W. H. Fielder, Jr. Fifth row: A. B. Reed, Emil Feld, Leslie Lyon and Harry Schwartz. Sixth row: Nels Norholm, George Elliott, W. D. Chumbley, Frank Pilchard and Geo. Kaufmann.

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EDITORIAL

(Concluded from Page 9)

We are paying so much attention to the incubator that we are forgetting the egg.

No one disputes the necessity or good sense of paying for a war on a pay-as-you-go plan. No one relishes the idea of anyone making heavy profits at the expense of a war. But we are not at war. We are in a period of what might be termed "defended peace" that may last a year or a century. This defense program must, of course, be paid for by all of us. But we are individually paying for it by increased personal taxes. The corporation taxes have been heavily increased so that business is paying, too.

But we shall not help pay for our needs by imposing a tax which in the end pays for nothing and at the same time reduces the very incentives needed to give us the kind of output we so sorely need.

The greatest of all economic evils is the myth that we can succeed and prosper by taxing the very vehicles upon which success and prosperity depend.

— END —

GARTENBERG'S

Egg Albumen

**FREE OF IRON
OR COLORING MATTER**

Always dependable . . . always the same high quality and uniformity. When you specify Gartenberg's Albumen you get the best. A development of America's largest manufacturers of tanners' egg products, Gartenberg's Albumen has met the approval of the nation's outstanding leather chemists. It meets the needs of tanners and finishers in every way at very decided savings in cost.

Write for testing samples.

GARTENBERG'S



Tanners' Egg Yolk

FOR BETTER TEMPER

Used in fat-liquoring, it insures a fine grain—tight flanks—uniform coloring, plus added softness and flexibility to leather. Gartenberg's Egg Yolk is always uniform in quality and is exceptionally economical in use.

Write for testing samples.

H. GARTENBERG & CO., INC.

LARGEST MFRS.
OF TANNERS'
EGG PRODUCTS

412 WEST
PERSHING RD.
CHICAGO, ILL.

**Always
Uniform**

**GARTENBERG'S
299
ALBUMEN**

**Always
Dependable**

ONE POUND OR A CARLOAD

LEATHER and SHOES

LEO J. SELYA

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BOSTON, MASS.

- FOREIGN
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MINNER & COMPANY, INC.

*Hides, Skins, Sheep Pelts,
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THE AMERICAN COLOR & CHEMICAL CO.

Sole Distributors to the Leather Industry

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Paul Gallagher & Co., Inc.

DEALERS IN
DOMESTIC & FOREIGN

Pickled Sheep Skins

PEABODY, MASS.

ARMY LEATHER

(Concluded from Page 99)

industry as possible with military products. Obviously it would be helpful to the Quartermaster Corps, and it would be in the national interest, if our sources of potential supply were more diversified; if more producers in every industry were familiar with military products and their specifications.

During the fiscal year which ended in June, 1950, the New York Quartermaster Procurement Agency purchased 1,853,428 pairs of military footwear. Thus far in the fiscal year 1951, we have purchased 2,665,700 pairs. While our current purchases do not begin to compare with those of World War II, they do reflect the expansion of our military forces.

No Vast Increase

I wish to make it clear that my presence here does not suggest or imply any vast increase in the military footwear procurement program of the Army. We are attempting to keep our purchases in line with military requirements, and at the same time to gear them to the economic conditions in the leather and footwear industry. The Army has no intention of overbuying. We expect to purchase the best possible footwear at the lowest possible cost.

Steady Study Made

The Quartermaster Corps is cognizant of the costs involved in the manufacture of footwear and a continuing study is made of current bids by our cost and price analysis people. We are well aware of the undesirable effects on industry of unusually large or badly spaced orders, and it is our policy to permit as long a delivery period as possible in our contracts.

By following these procedures, we believe that military requirements can be satisfied with minimum disturbance of the Tanning Industry. We appreciate the whole-hearted cooperation we have received from your industry and we believe that maximum stability can be achieved if the members of the tanning industry will work closely with us in attacking our common problems.

— END —

CLASSIFIED ADVERTISING

Wanted and For Sale

Something New

STEADY SUPPLY—samples and prices on request—Foam type sponge rubber sheets for cushion innersoles and heel pads. Thickness 1/8, 3/16, and 1/4 inch. In sheets 40 x 40. Oak color.

MORRIS FELDSTEIN & SON, INC.
59 Gold St., New York 7, N. Y.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes. In Full Skins and Cut Squares.

Plain and Cellophane Packed
Lowest Prices—Prompt Delivery
WOODACRE CHAMOIS CO., LTD.,
Leather Dressers
DARWIN-LANCS-ENGLAND

Embossing Press and Measuring Machine

WANTED. In good condition. Give full particulars, price, etc.

Address K-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Shoe Factory Available

ESTABLISHED Children's Pre-Welt factory. One Thousand pairs a day, located in Central Pennsylvania. Low rental, experienced help available.

Address K-9,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Wanted

MODERN TYPE tunnel dryer.
Capable of drying 1,000-1,200 wet
sides in nine hours.

Address K-15,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

1—Slocumb staking machine
1—Steel inclined bed glazing machine.
Julius Brand Leather Co.,
23 Camp Pl.,
Newark 5, N. J.

LEATHER SPECIALTIES PROCESS DEVELOPMENT

PURE-TAN

(QUEBRACHO CRYSTALS)

GEORGE H. GRISWOLD

14 Franklin St.

Salem, Mass.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St.

Chicago 6

Wanted

STEADY SOURCE OF SUPPLY in large quantities, grains, splits, shoulds, glove leather, horse or cow.

Address K-16,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Tannery Machinery for Sale

SLIGHTLY USED—Guaranteed the same as new, as follows:

- 1—Aulson Hydraulic Flething Machine
 - 1—Marlow Flething Pump
 - 1—Turner Pneumatic Hide Stamper
 - 6—Paddles for 6,000 lb. load with individual motor drive, Roller Bearings
 - 3—8' x 8' tan drums with V Belts and individual motor drive, Roller Bearings
 - 1—Woburn Lime Splitter
 - 1—Aulson Pendulum Shanking Machine
 - 1—Traud automatic shaver
 - 3—Fat liquor drums, 3' diam. 5' wide individual motor drive, V Belts, Roller Bearings
 - 1—Stehling continuous feed wringer
 - 1—100 Plate Speco Porcelain Plate pasting unit
 - 1—Carey Plate Washer
 - 1—Aulson Skin Washer
 - 1—Aulson Seasoning Machine & Bolster
 - 1—Automatic spraying machine. 3 gun spragco unit. Temperature and Humidity control
 - 1—Fulton County Buffer
- Address K-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Wanted

One 12" to 24"
Band Knife Splitter.
One Sheridan Press, solid head,
size 54" x 26"
Must be in good
mechanical condition.

Address L-2,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

TABER PUMPS

• Have been meeting the special requirements of the Tannery since 1859. . . Write for Bulletin TP-629.

TABER PUMP CO

(Est. 1859)

300 Elm Street Buffalo, N. Y.

Factory Wanted

PRODUCING CHILDREN'S SHOES and slippers, in good labor area. Will purchase outright, or invest as active partner. Write in strict confidence.

Address K-18,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

For Sale

2,000 lbs. Apex Calafene
Sacrifice best offer.
Address Z-26, c/o L&S,
20 Vesey St., N. Y. 7, N. Y.

For Sale Complete Shoe Factory

For Calif. and Compo Process—High and Low Heels. Equipment practically new and approx. \$14,000 Inventory of Leathers.
MUST SELL AT ONCE! SACRIFICE!
J. H. ABRUMS—Hillside 7394
6920 Sunset Blvd., Los Angeles 28, Calif.

Situations Wanted

Tanner

TANNER with 30 years experience in tanning and currying Belting, Oak, Chrome, Re'an Packing Leather, Textile Leathers; Sole, oak, chrome, and retan; Lace Leathers; Glove leather. Can go anyplace and give best of references. Address K-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Salesman

EXPERIENCED SALESMAN calling on shoe manufacturers in Pennsylvania, Maryland, and Virginia wants line of upper leather and sheepskin. Address L-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner Chemist

20 YEARS' EXPERIENCE in production of side leather, calf, suede splits, luggage leather, stuffed and military leathers. Full knowledge leather pasting operations. Will guarantee A-1 product and yield. Write Box X-1, c/o L&S, 300 West Adams St., Chicago, Illinois.

Help Wanted

Tanner Wanted

HAVE GOOD OPPORTUNITY for tanner of side leather and glove splits in new moderate sized tannery in Puerto Rico. Good living conditions.

Address L-1,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Investigate "CONTROLLED STITCHING"

Perfect work at higher speed and lower cost. Good stitchers become better; poor stitchers become good. Results absolutely guaranteed.

AJAX MACHINE COMPANY

170 Summer Street
Boston 10, Mass.
Tel. Liberty 2-8684

Coming Events

Nov. 4-8, 1950—Spring Shoe Show, sponsored by Southeastern Shoe Travelers Assn., Atlanta Biltmore Hotel, Atlanta, Ga.

Nov. 4-8, 1950—Spring Shoe Show, Pennsylvania Shoe Travelers Assn., Hotel William Penn, Philadelphia.

Nov. 5-7, 1950—Spring Shoe Show, Central States Shoe Travelers, Muehlebach and Phillips Hotels, Kansas City, Mo.

Nov. 5-7, 1950—Michigan Shoe Travelers Club Show, Hotel Statler, Detroit.

Nov. 12-14, 1950—Spring Shoe Show, Indiana Shoe Travelers Assn., Inc., Claypool Hotel, Indianapolis, Ind.

Nov. 12-15, 1950—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association, Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 12-16, 1950—Parker House Shoe Show, Parker House, Boston.

Nov. 26-30, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

Dec. 4-6, 1950—Factory Management Conference, sponsored by National Shoe Manufacturers Assn. Hotel New Yorker, New York City.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

L and S Editorial

(PAGE 9 THIS ISSUE)

Reprints available at nominal costs:
Up to 100, 10¢ each; 200-500, 5¢ each;
1000-3000, 2½¢ each; 5000 or over,
1½¢ each.

**LARGEST
CONTRACT
LEATHER FINISHERS
IN THE WORLD**

**PHENNY SMIDT
LEATHER COMPANY**

21 Caller St., Peabody, Mass.

INDEX TO ADVERTISERS

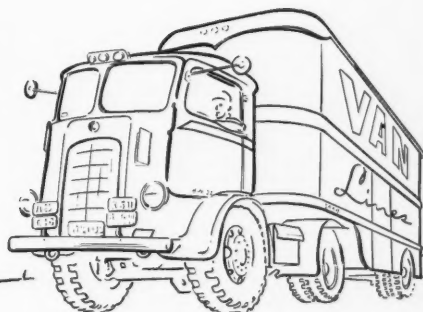
Acme Backing Corp.	45	Manasse-Block Tanning Co.	52
Ajax Mch. Co.	105	Manrose Corp., The	89
Amalgamated Leather Cos., Inc.	72	Marathon Corp.	31
American Color & Chem. Co.	104	Marden-Wild Corp.	91
American Dyewood Co.	94	McAdoo & Allen	61
American Extract Co.	29	Mead Corp.	24
Andres, C. A.	65	Michigan Hide Co.	83
Andresen, J. C., & Co., Inc.	17	Mindel, A., & Sons	98
Apex Chemical Co.	82	Minner & Co., Inc.	104
Arkansas Co., Inc.	30	Muskegon Hide & Fur Co.	88
Armour Leather Co.	60	Mutual Chemical Co. of America	15
Armstrong Cork Co.	3		
Atlas Refinery, Inc.	Back Cover	Natural Products Refining Co.	87
Aulson Tanning Mch. Co., The	37	Newark Leather Finish Co.	21
Barbour Welting Co.	56	Olson Sales Co., The	104
Barkey Importing Co., Inc.	83	Ottol Oil Co.	38
Boston Machine Works Co.	69		
Brown, J. H., Co.	88	Packing House By-Products Co.	50
Buffalo Extract & Supply Co.	81	Pilar, A. J. & J. O.	87
Buschoff, Emil, & Co., Inc.	99	Prime Lea. Finishes Co.	35
		Puritan Tanners Egg Yolk Mfg. Co.	95
Carr Leather Co.	60	Quinn, K. J., & Co., Inc.	32
Chaffardon, J.	95	Quirin Lea. Press Co.	64
Champion Paper & Fibre Co.	37		
Chilewich Sons & Co., Inc.	92	R. & A. Lea. Finish Co.	107
Ciba Co., Inc.	Insert facing Page 18	Randall, The, Co.	42
Comet Chem. Co.	99	Rees, A. F.	98
Compo Shoe Mach., Corp.	73	Ritter, B. N., & Co.	88
Commonwealth Color & Chemical Co.	41	River Plate Import & Export Corp.	84
Coyne Eng. & Eqpt. Co.	95	Robeson Process Co.	64
Crompton-Richmond Co., Inc.	49	Ross, A. H., & Sons Co.	58
Curtin-Hebert Co., Inc.	54 and 55	Rossbach, J. H., & Bros.	50
		Rotary Machine Co., Inc.	61
Davis Leather, Inc.	74	Salem Oil & Grease Co.	14
Dennis, Martin, The, Co.	8	Sandoz Chemical Works, Inc.	2
Don-Itz, The, Co.	44	Sands & Leckie	51
Drew, E. F., & Co., Inc.	13	Scandinavian Oil Co.	41
		Schmoll-Fils-Deevy Corp.	93
Eagle-Ottawa Lea. Co.	73	Seidel, Ben	65
Edgar Bros. Co.	68	Seidel, Dewey A., Co.	79
		Selya, Leo J.	104
Fiber Chem. Corp.	97	Seton Leather Co.	56
Fromer, George, & Co.	89	Sheridan, T. W., & C. B., Co.	67
Fulton County Mch. & Supply Co.	77	Smidt, Phenny Leather Co.	106
		Smidt, Samuel, Chem. Corp.	33
Gallagher, Paul, & Co., Inc.	104	Solvay Sales Division, Allied Chem. & Dye Corp.	38
Gartenberg, H., & Co., Inc.	103	Special Equipment Co.	25
Geigy Co., Inc.	Front Cover	Standard Dyewood Co., Inc.	78
Geilich Tanning Co.	72	Standard Emboss. Plate Mfg. Co.	99
General Dyestuff Corp.	Insert facing Page 26	Star, Jules, & Co., Inc.	80
		Stehling, Chas. H., Co.	28
Goodrich, B. F., Chem. Co.	57	Stern, Jacob, & Sons, Inc.	87
Greenebaum, J., Tanning Co.	74	Stern Can Co.	60
Grissold, George H.	105	Surpass Leather Co.	59
Hadley Bros.-Uhl Co.	53	Taber Pump Co.	105
Heller, Samuel, Lea. Co.	53	Tanimex Corp.	26
Hollander, Herman, Inc.	90	Teneria "El Popo"	64
Hood Chemical Co., Inc.	4	Thiele Tanning Co.	63
Howes Bros. Co.	6	Trask, Arthur C., Co.	37
		Tri-Homo Corp.	63
Independent Die & Supply Co.	61	Tupman-Thurlow Co., Inc., The	94
International Products Corp.	32		
Isaacson-Greenbaum Co.	81	United Shoe Mch. Corp.	34, 70 and 71
Itzkowitz, M., & Sons, Inc.	59	United States Leather Co.	100
Johnson & Carlson	98	Vanderbilt, R. T., Inc.	35
		Van Horne-Kaestner Lea. Co.	62
Kaufmann Trading Corp.	82	Victor Chemical Works	20
Korn Leather Co.	52		
		Weber & Smith, Inc.	75
Landauer, Henri & Co., Inc.	65	Weil, Edmond, Inc.	78
Laub's, Geo., Sons	58	White & Hodges	93
Leatex Chemical Co.	60	Whittemore-Wright Co., Inc.	78
Levitan Hide Co.	80	Winslow Bros. & Smith Co.	63
Lichtman, J., & Sons	62	Wisconsin Lea. Co.	62
Lincoln, L. H., & Son, Inc.	10	Wishner, Ben	97
Linen Thread Co., The, Inc.	7	Wolverine Hide Co.	97
Lloyd Laboratories	92	Wolf, Jacques, & Co.	79
Loeb, Carl M., Rhoades & Co.	82		
Lynn Innersole Co.	56	Young, J. S., Co.	21
		Youngstown Rubber Products Co., The	68

52
89
31
91
61
24
83
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Announcing—

**with our thanks to you --
our removal to new
and larger quarters**

(on or about November 15)



**812 EAST 43rd STREET
BROOKLYN 10, N. Y.**

- It's because you have found our finishing, binding and dressing products so effective in producing better leathers and because you have continued to use them in ever-increasing quantities that it is necessary for us to move to new and larger quarters in order to serve you well.
- R & A plastic finishes, pigment finishes, lacquers, binders and top dressings will always be the highest quality, always give you smooth appearance and the greatest flexibility.

R & A

LEATHER FINISH CO.

812 EAST 43rd ST., BROOKLYN 10, N. Y.



UNIFORMITY and *Quality* in your product depends upon uniformity and quality in ours

Atlas Guaranteed Oils
Neatsfoot Oils
Sulphonated Cod Oils
Sulphonated Neatsfoot Oils
Split Oils
Moellons
and many specialty products

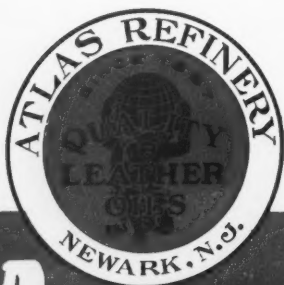
For 63 years Atlas tanning oil technicians have been producing the kind of oils that insure perfect uniformity and highest quality in all Atlas-treated leathers.

Atlas Oils have built this record of splendid service because Atlas maintains perfect control of every step in its refining processes from crude to finished oils.

When you use Atlas Oils you know they are scientifically produced to exact formulae at all times. They are unqualifiedly guaranteed.

If you want uniformity and quality in your product, be sure you get them in the oils you use. When you use Atlas Oils you are sure—always.

Write us. We can help you solve your problems.



Atlas Refinery, Inc.

142 LOCKWOOD STREET • NEWARK 5, N. J.

